Board of Trade Journal

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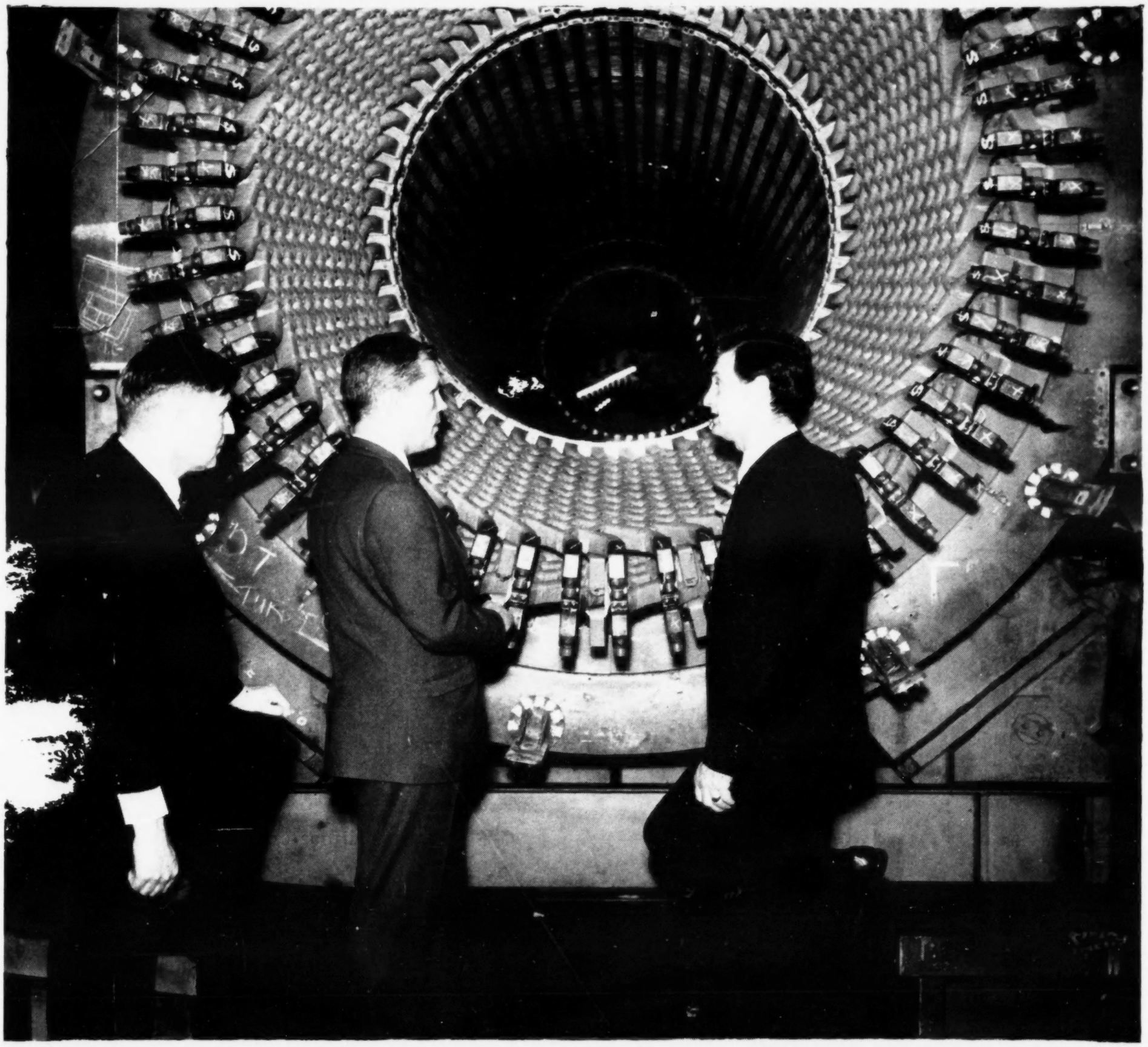

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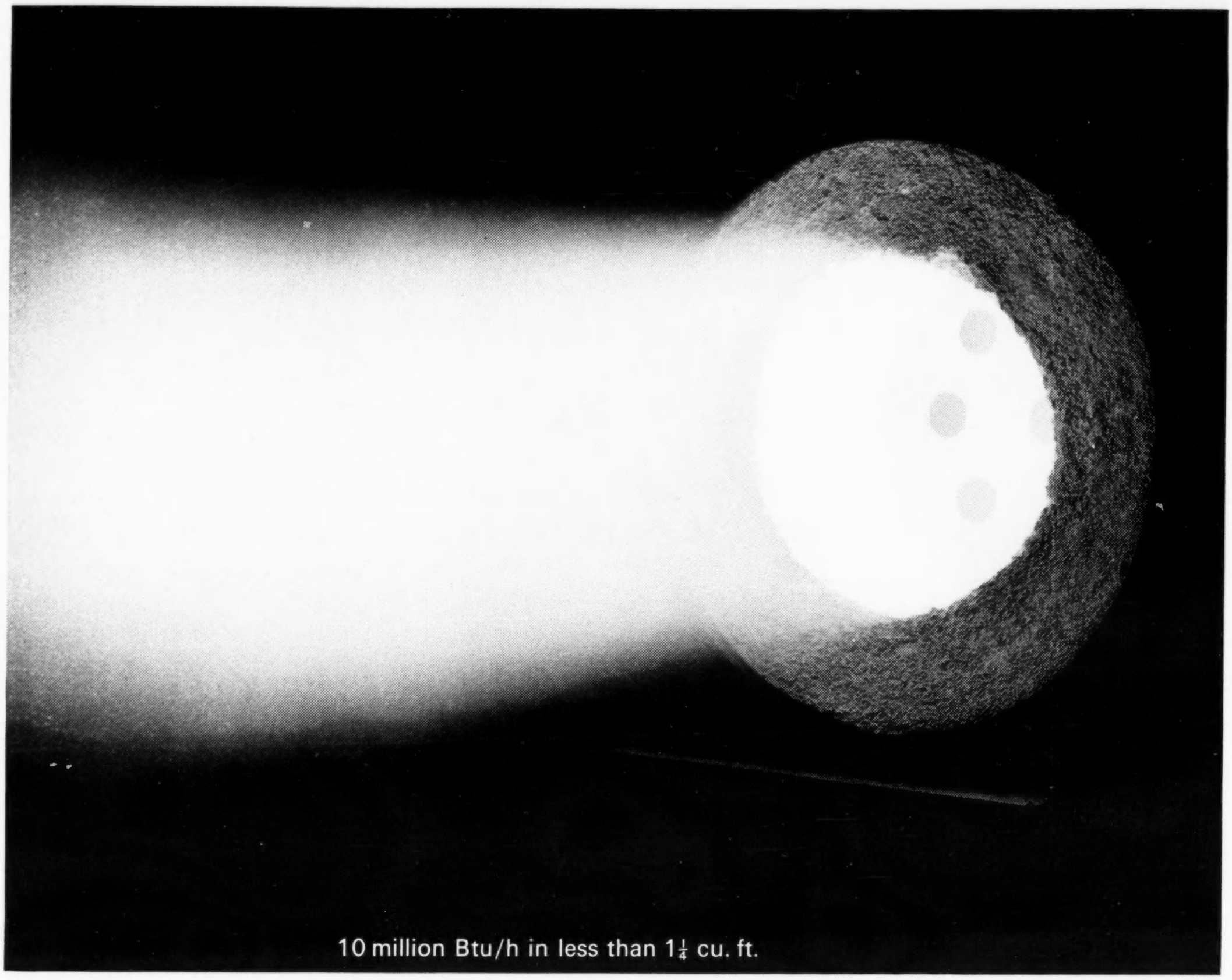

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Front cover photograph

Mr. G. R. Thomas (centre), assistant manager of the Hong Kong Electric Co. Ltd., who visited Britain during April, is seen in English Electric's Stafford Works where he discussed the latest design developments in generation and transmission equipment for power stations with members of the Electrical Products Group. English Electric has recently received an order from the Hong Kong Electric Co. for the first generating set for the island's Ap Lei Chau Power Station. Mr. Thomas is seen with Mr. W. P. Williams (left) chief application engineer, Switchgear Division, and Mr. J. G. Heard, chief designer, Turbo-Generators, examining a 350 MW steam turbo-alternator for Australia, and he was also shown 500 MW units for British power stations.

SUBSCRIPTIONS, ADVERTISEMENTS, REPRINTS

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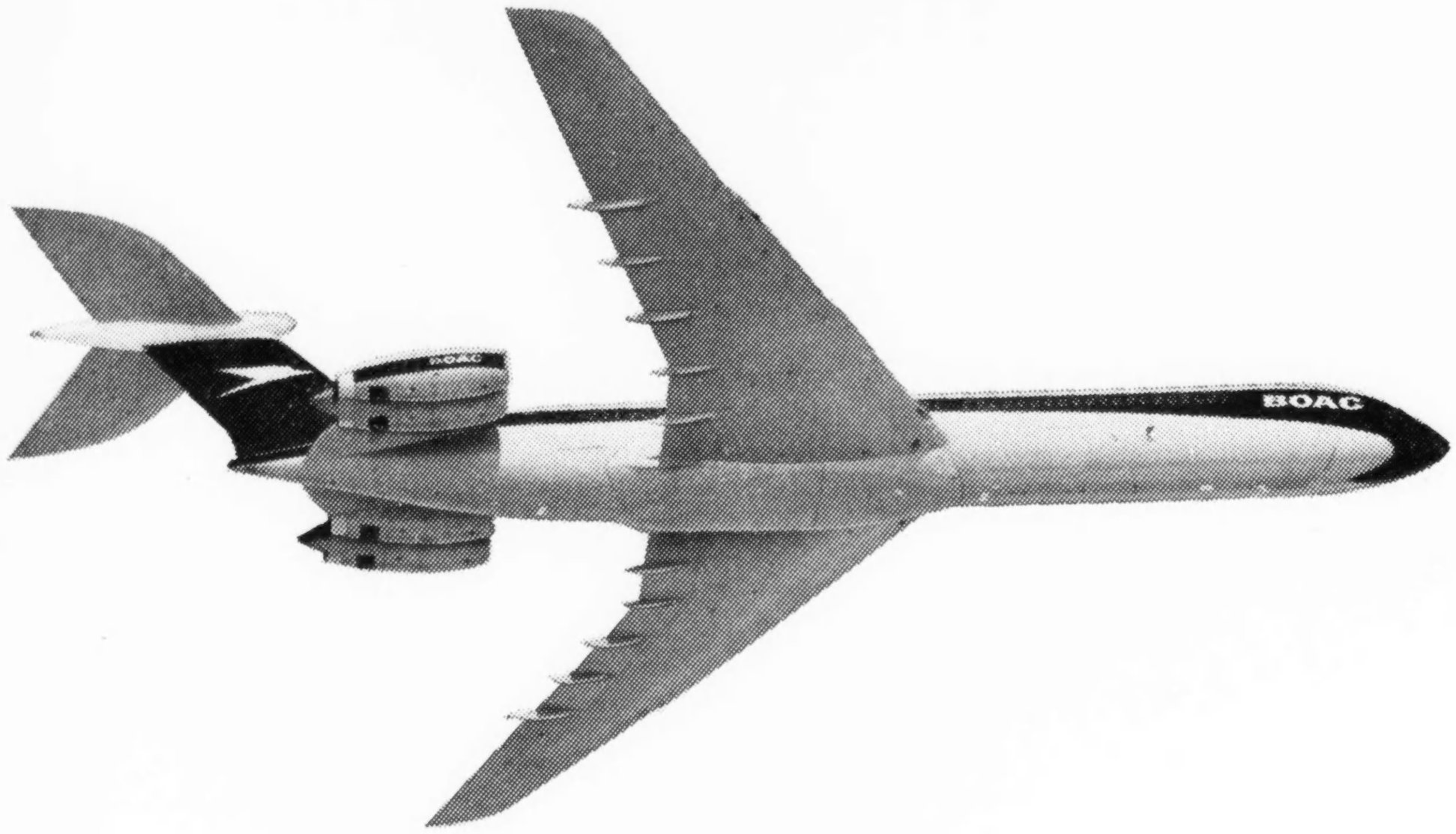

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Poland - the economic plan for 1966

By R. M. John, Counsellor (Commercial) British Embassy, Warsaw.

'MONITOR POLSKI, December 24, 1965. Item 402: Resolution of the Sejm of the Polish People's Republic of December 14, 1965, regarding the National Economic Plan for 1966 and the basic provisions for 1967.'

THE WORDS ABOVE APPEAR at the beginning of a document which occupies 70 pages in the English translation and which contains the basic economic data necessary to make an assessment of the potential market for British (and other) exporters to Poland. The problem is how to select from this wealth of information items that will be positively helpful to the potential exporter. This is what this article seeks to do.

The Polish economy and foreign trade.

Poland has a centrally planned economy. While inevitably the plan has its ups and downs, so that in some years it is under and in others over-fulfilled, it provides a basic documentary frame-work of Polish intentions in every field. The figures now published, showing a planned growth of investment in industry of 5·8 per cent in 1966 and 5·3 per cent in 1967, a growth of imports by 5·1 in 1966 and 5·5 in 1967, all imply substantial purchases of many items from overseas. Polish foreign trade is looked at from a bilateral point of view and this affects the volume of business which can be done with the West. Polish trade with the socialist bloc represented 65·1 per cent of the total business done in 1965. 36 per cent of Polish exports go to the Soviet Union, and this figure includes more than 50 per cent of all Polish exports of machinery and equipment. With such very important earnings in (non-convertible) roubles, it is natural for Poland to look first to the Soviet Union and other members of Council of Mutual Economic Aid (CMEA) for her imports.

British trade with Poland.

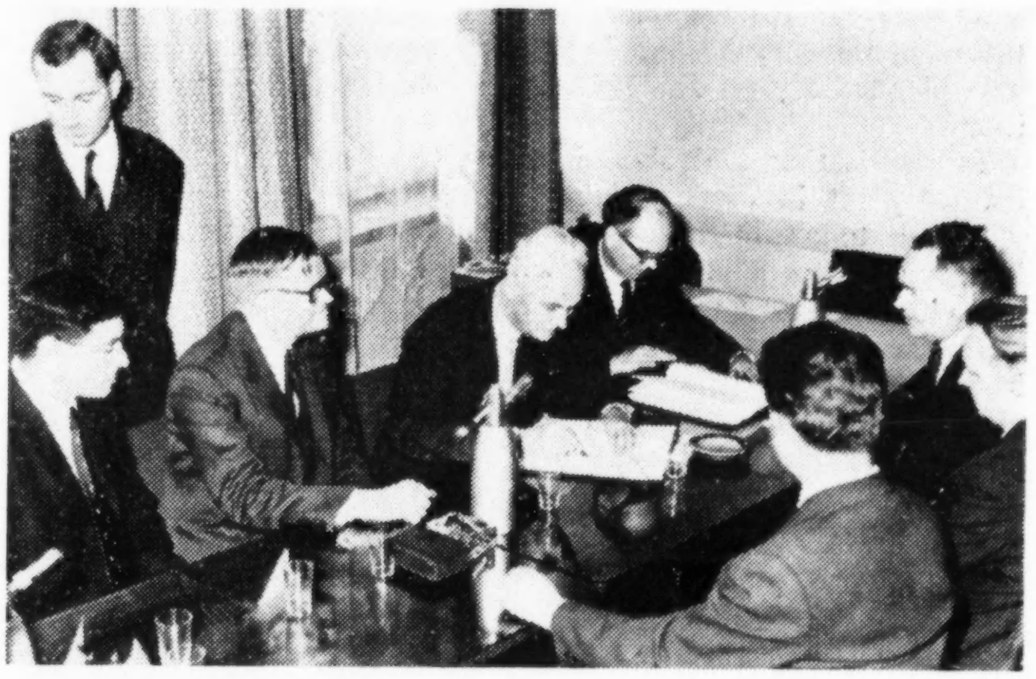
Britiain's position as Poland's major trading partner in the West, however, puts British exporters in a good position to do business in a wide range of industrial and technical plant and equipment, raw materials, semi-manufactures, and limited quantities of certain consumer goods. Poland's exports of nearly £50 million in 1964 and 1965, set against her purchases in the United Kingdom of less than £25 million in each of those years, makes it important for Poland to increase imports from the United Kingdom. In 1965 the Polish authorities renewed assurances that they were taking steps to increase substantially their purchases under competitive conditions of a wide range of British goods. Exports to Poland, which in the first quarter of 1965 were running at a rate of £1·8 million per month, began to increase in October and in the month of February 1966 reached £3·1 million.

Polish industry in 1966 and 1967.

The value of total production in Polish industry in 1966 should rise by 6·5 per cent and in 1967 by a further 6·6 per cent. The plan envisages an increase of about 7·1 per cent in the production of capital goods in 1966 and an increase of about 5·5 per cent in the production of consumer goods. There will be emphasis on producing consumer goods for the domestic market in a variety of forms, on an increase in production for export and on an improvement of the quality and durability of products.

Specific developments in some important sectors of industry are as follows:

(i) production of electricity should amount to 48·4 milliard kWh. in 1966 (a 10·5 per cent increase) and 53 milliard kWh. in 1967 (a 9·5 per cent increase).



D. Napier & Son Ltd. have concluded a licence agreement with Kolmex of Warsaw for the manufacture of Napier turbo-blowers in Poland, as well as the exchange of technical information and the purchase initially of certain components. Mr. Z. Szczepanowski is seen signing the agreement on behalf of Kolmex (left to right): Mr. S. A. Gauci, Napier; Mr. A. Lukasiewicz, Kolmex (standing); Mr. W. A. Large, legal adviser to Napier; Mr. Z. Szczepanowski, Kolmex; Mr. J. H. Barker, Napier; Mr. Z. Nadratowski, ZPL, Przeszow (back to camera); Mr. H. Zukowski, ZPL, Warsaw; Mr. K. Piatkowski, ZPL, Warsaw.

(ii) Output of hard coal in 1966 is expected to increase by 2·3 per cent to about 121·5 million tons. Construction of eight new mines will be continued and three existing mines will be expanded. Soft coal extraction in 1966 is expected to be approximately 26.3 million tons (a 15 per cent increase) and in 1967 to be 28.4 million tons.

(iii) Steel production in terms of thousands of tons of pig iron will reach 9,702 in 1966 and 10,123 in 1967 – increases respectively of 5.4 per cent and 4.3 per cent). The fifth blast furnace at the Lenin Steel Works will be completed and the first bank of coke-ovens in the Radlin coking plant should also come into production.

Production of aluminium is expected to rise in 1966 by 21 per cent and in 1967 by a further 67.5 per cent, following the completion of new production units, including an aluminium foundry at Konin. Total aluminium production by the end of 1967 should be 96,500 tons.

Table 1 shows in detail the planned development in the production of some of the more important types of industrial products during the coming two years.

Chemical and rubber industries.

The development plan provides for investment in the chemical and rubber industry to increase by 9.3 per cent in 1966 and 13.8 per cent in 1967. There will be concentration on extraction of

sulphur from the mine at Machów, near Tarnobrzeg. Production of nitrate fertilizers from the new plants being erected at Pulawy and Tarnów should increase substantially by the end of 1967. There will also be development in the production of phosphate fertilizers.

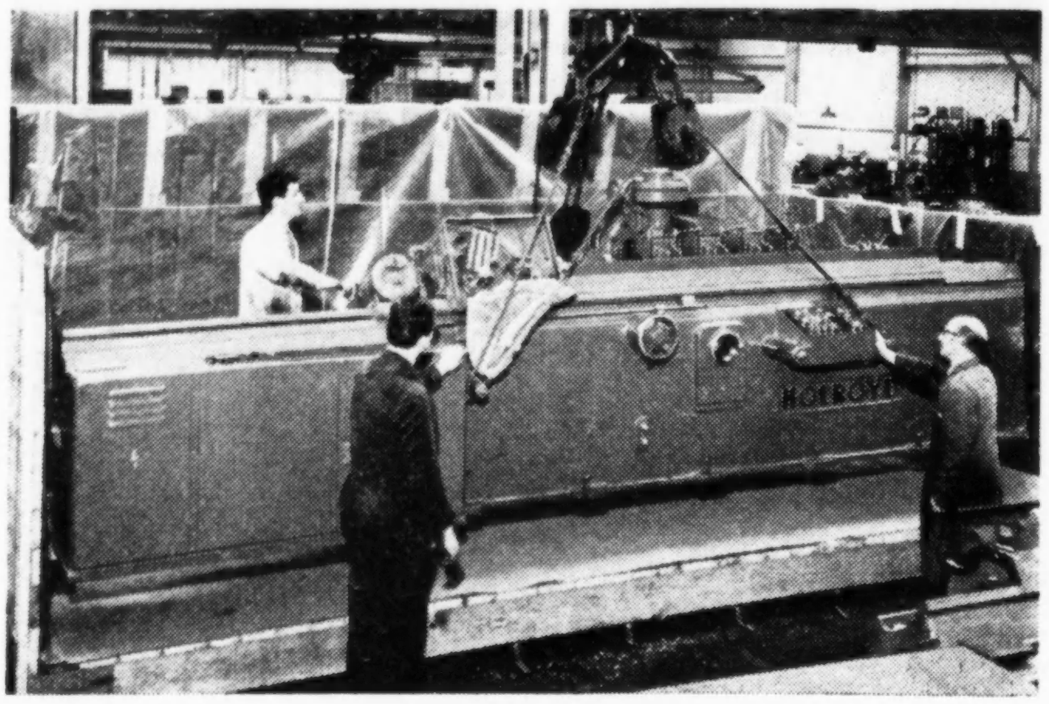
Two new plants to make raw materials for synthetic fibre production will come into operation in 1966 and 1967. A PVC production line with a capacity of 40,000 tons a year will be started in 1966. Table 2 gives statistics of some further details of the plan in the chemical and rubber industry.

Light industry production.

Investment in the textile, clothing and leather industries in 1966 will be slightly lower than in 1965, but there will be a further increase of investment in 1967 (14.1 per cent). 118,000 spindles and 588 looms will come into operation in the cotton industry in 1966 and in 1967 a further 6,700 spindles will start working. In the wool industry 5,400 spindles will come into operation in 1966. The planned figures for 1967 are 30,200 worsted spindles and 268 looms.

In the leather and shoe industry the start up of an artificial leather plant in 1966, which will have a capacity of 7,500 tons, will lead to an increase of shoe production capacity. In 1967 a further seven production lines will come into operation with a total capacity of about 6 million pairs of shoes a year.

Further details of plant production in light industry are given in Table 3.



The first Holroyd milling machine for Poland being prepared for shipment at the Milnrow works of John Holroyd & Co. Ltd. Since this special machine was developed 10 years ago by Holroyd for the production of helical pump screws and high-lead angle compressor rotors, over 76 per cent of units produced have been exported to 11 countries. This latest delivery is the fifth to East Europe and has been ordered by the Polish import agency 'Centromor' on behalf of Hydroster, Gdansk.

Food production.

In the food industry Polish investment will be mostly concentrated on meat production, with the construction of three or four major meat processing plants. Emphasis will be laid upon the enlargement of refrigerated warehouses and cool rooms as well as upon extensions in the baking industry. Seven deep-sea fishing trawlers totalling 17,900 DWT and seven fishing cutters will be pur-

Table 1. Heavy industry production

	Unit of measurement	1966	1967	Percentage indices 1966/1965	Percentage indices 1967/1966
Water-tube steam boilers	tp/h	5,566	6,100	123·9	109·6
Power steam turbines	MW	547·5	1,050·0	91·7	191·8
Cutting machine tools	mln. zls. c.p.*	2,951·2	3,468·0	115·6	117·5
Metal plastic working machines	mln. zls. c.p.*	365·9	414·3	110·9	129·7
Machines and appliances for chemical, rubber and rubber products industry, refining industry	thous. tons	61·1	75·0	107·4	122·7
Drilling machines and appliances	mln. zls. c.p.*	475·2	579·8	122·5	121·9
Mining machines, machines and appliances for ore and coal dressing, mine trucks	mln. zls. c.p.*	4,010·0	4,572·0	111·2	114·0
Machines and appliances for fibre board production	thous. tons	5·1	8·0	108·5	156·9
Machines and appliances for paper and cardboard production	thous. tons	3·9	5·1	134·5	130·8
Textile machinery	mln. zls. c.p.*	1,417·4	1,650·0	116·5	116·4
Agricultural and forestry machines and tools	mln. zls. c.p.*	3,780·0	4,060·0	101·4	107·4
Rolling bearings	mln. units	37·5	40·6	108·9	108·3
Transformers	units	15,000	15,259	106·4	101·7
Transformers	mVA	6,800	7,700	111·5	113·2
Radio sets and radio set consoles	thous. units	720·0	750·0	105·9	104·2
T.V. sets	thous. units	490·0	530·0	108·6	108·2
High tension cables	thous. tons	49·3	57.6	98·6	116·8
	thous. km.	42·05	45·8	108·7	108·9
Telephone cables	thous. km.	624·0	742·4	100·5	119·0
	thous. km. of cable strand	16,250	18,340	107·3	112·9
Electric light bulbs	mln. units	103·0	110·5	110·6	107·3
Standard gauge internal combustion locomotives	units	373	296-316	117·7	82·0
Standard gauge electric locomotives	units	85	105	118·1	123·5
Electric railway cars	sets	39	51	121·9	130·8
Standard and wide gauge passenger coaches	units	540	668	105·5	123·7
Standard and wide gauge railway freight wagons	units	16,770	12,530	102·8	74·7
Automobiles	units	28,200	28,300	107·7	100·4
Motor trucks	units	29,550	31,950	107·2	108·1
Buses	units	3,700	3,800	104·2	102·1
Two-axle tractors	units	26,000	32,000	120·4	123·1
Motorcycles and scooters	thous. units	146·0	148·0	98·3	101·4
Mopeds	thous. units	75·0	85·0	125·0	113·3
Bicycles	thous. units	795·0	800·0	103·2	100·6
Fishing and cargo ships over 100 dwt.	units	51	62	91·1	121·6
	thous. dwt.	377·5	451·5	101·5	119·6
Refrigerators	thous. units	345·0	395·0	119·0	114·5
Washing machines	thous. units	350·0	350·0	181·4	100·0
Sewing machines	thous. units	160·0	180·0	88·9	112·5
Nails	thous. tons	76·0	85·0	116·9	111·8
Enamelware	thous. tons	28·5	29·7	115·4	104·2

* Millions of złoties at comparable prices.

Table 2. Chemical industry production

	Unit	1966	1967	Percentage indices 1966/1965	Percentage indices 1967/1966
Sulphur (without cake) in terms of pure product (100%)	thous. tons	453	466	105·3	102·9
Sulphuric acid in terms of pure product (100%)	thous. tons	1,120	1,240	106·3	110·7
Nitric fertilizers in terms of N_2 contents	thous. tons	486	630	125·5	129·7
Phosphate fertilizers in terms of P_2O5 contents	thous. tons	360	390	106·2	108·3
Calcium fertilizers in terms of CaO contents	thous. tons	1,227	1,370	120·3	111·7
Insecticides for crop protection	mln. zls. c.p.*	915	945	111·0	103·3
Synthetic rubber	thous. tons	40	40	102·6	100·0
Artificial fibre total	thous. tons	108·0	116·0	104·4	107·4
Including:					
cellulose fibre	thous. tons	78·8	79·4	99·4	100·8
synthetic fibre	thous. tons	27·2	35·1	124·8	129·0
Plastics	thous. tons	156·8	205·9	131·0	131·4
Tyres	thous. tons	3,000	3,050	106·8	101·7
Rubber shoes	mln. pairs	26	28	102·4	107·7

* Millions of złoties at comparable prices.

Table 3. Light industry production

	Unit	1966	1967	Percentage indices 1966/1965	Percentage indices 1967/1966
Cotton and cotton type fabrics	mln. sq. metres	782·1	792·7	104·2	101·4
Woollen and wool type fabrics	mln. sq. metres	129·9	136·5	101·7	105·1
Silk fabrics	mln. sq. metres	124·3	137·5	101·6	110·6
Knitted products	mln. zls.* sale price	9,790	11,215	116·3	114·6
Hosiery	mln. zls.* sale price	2,884	3,381	107·7	117·2
Shoes (all kinds)	thous. pairs	90,050	97,300	102·9	108·0
Shoes with leather uppers	thous. pairs	55,000	61,000	103·0	110·9
Fabrics made into ready-made clothes	mln. metres	457·0	487·3	110·2	106·6

* Millions of złoties.

Table 4. Investment

Planned total investment expenditures will include the following outlays for primary investment in industry (in billion zls.):

	1965 (expenditure fulfilled)	1966	1967
Generation of electric power	5·7	6·6	7·0
Fuel industry	11·8	11·1	11·4
Ferrous and non-ferrous metallurgy	6·3	6·7	7·9
Engineering industry	9·1	9·1	9·8
Building materials industry	3·1	3·1	3·6
Chemical and rubber industry	7·9	10·2	11·6
Textile industry (including knitting industry)	2·2	2·2	2·4
Foodstuffs industry	4·3	4·2	4·5

Major improvements from 1966 investments

	Unit	Quantity
Installed power of thermo-electric power stations	MW	405
Hard coal	thous. tons per year	6,127
Coke	thous. tons per year	350
Pig iron	thous. tons per year	925
Primary aluminium	thous. tons per year	47·5
Tractors – Zetor-4011	thous.	5,000
Nitric fertilizers (pure N_2 contents)	thous. tons per year	193
Sulphuric acid	thous. tons per year	108
Man-made fibre (elana)	tons per year	4,000
Polyvinyl chloride	thous. tons per year	40,000
Cement	thous. tons per year	1,068
Flat glass	thous. sq. ms. per year	9,250
Cellulose	thous. tons per year	50
Improvement of arable land	thous. hectares	172
Railway electrification	kms.	323
Sea-going ships (excluding fishing boats)	pcs.	15
	thous. dwt.	99·5
Elementary schools	classrooms	3,859
Hospitals (general and specialized)	beds	3,074
Urban housing	thous. rooms	405·1

chased in 1966 and 1967. Six grain elevators of 131,000 tons will be constructed during the period.

Investment.

Planned total investment expenditures are shown in Table 4. As explained above, this does not mean that there will be necessarily substantial purchases in the West, but serves as an indication of the areas which are considered by the Polish Planning Commission as the most important. The real value of these investments is not easy to calculate, because of the difficulties of rates of exchange.

Conclusion.

A description of the organization of foreign trade in Poland was published in the *Board of Trade Journal* on January 14, 1966. Copies of this article and of the 'Hints to Business Men Visiting Poland' can be obtained on request from the Export Services Branch of the Board of Trade. If you are not familiar with trading conditions in Eastern Europe, it would be best to read these documents before attempting to enter the market. It is not possible to appoint an agent or stockist who can operate for a foreign company in Poland in the normal way of business.

Some Useful Addresses.

Counsellor (Commercial), British Embassy, Warszawa, Aleje Róz 1. (Tel. 281001-5).

Office of the Commercial Counsellor, Polish Embassy, 15 Devonshire Street, London, W.1 (Tel. Langham 5481).

British Section, Polish Chamber of Foreign Trade, Polska Izba Handlu Zagranicznego, Warszawa, Trebacka 4.

Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. Abbey 7877, Ext. 2257).

Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757).

Information on advertising can be obtained from the Polish Foreign Trade Advertising Agency:

AGPOL, Warszawa, ul. Sienkiewicza 12. (Tel. 264-742 or 264-983 – cables AGPOL Warszawa),

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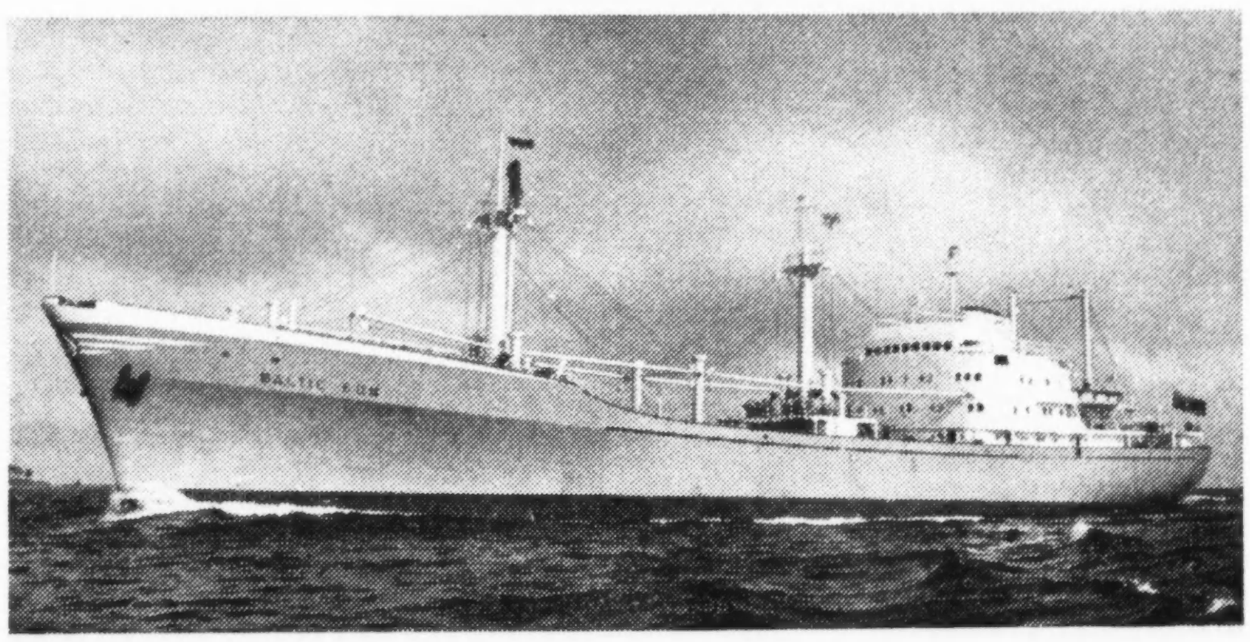

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MOVING TO A DEVELOPMENT AREA – 3

Dowty Seals find Milford Haven an area of considerable potential

WITH two oil refineries already in operation, a third due for completion in 1968, Milford Haven in the south west of the county of Pembrokeshire is taking its place among the major areas of development in Wales. Lord Nelson, during his frequent visits to this lovely part of Wales, described the Haven as one of the finest natural harbours in the world. It is because of this that leading oil companies have looked to Milford Haven as one of their bases for tankers up to 100,000 tons.

Other companies, less interested in the maritime advantages of the Haven, are also finding that Milford Haven is an area of development of considerable potential. Such a company is Dowty Seals, of Ashchurch, Tewkesbury, now occupying a Board of Trade advance factory on a two acre site three miles from the town of Milford Haven. Since its inception in 1947 as a Dowty Group subsidiary, Dowty Seals has continually expanded its production and research facilities and widened its markets at home and overseas. When the company needed an additional factory for its latest expansion programme they looked westwards. Eventually, through the assistance and full co-operation of the Board of Trade Office for Wales, the Ministry of Labour, Wales Office, and local authorities in the area, the company decided to take over the Board of Trade factory on a new industrial estate at the little village of Thornton.

'We were the first company to occupy a factory on this estate,' said Mr. R. D. Keen, the manager, proudly, 'and we are not sorry we came.'

Pleasant new factory

But the company had already been at Milford Haven about a year before moving to the present modern and pleasant new factory.

In June 1964, a 'small task force' established a production unit in an old garage and showroom a short distance outside the town where new equipment was installed. Other equipment and machinery was dismantled at Ashchurch on a Friday, transported to Milford Haven over the week-end and re-assembled for production on the Monday morning. The total labour force was six, but soon production reached 150,000 seals a month. Today, with 114 operators, the factory – opened on March 6 last year by Mr. Douglas Jay, President of the Board of Trade – produces several million rubber mouldings a month for the automotive industry, and the furniture and domestic appliance trades, both home and overseas, contributing also to the vast quantity of precision rubber and plastic seals and mouldings for every major industry produced by Dowty's two other factories at Ashchurch and in Malta.

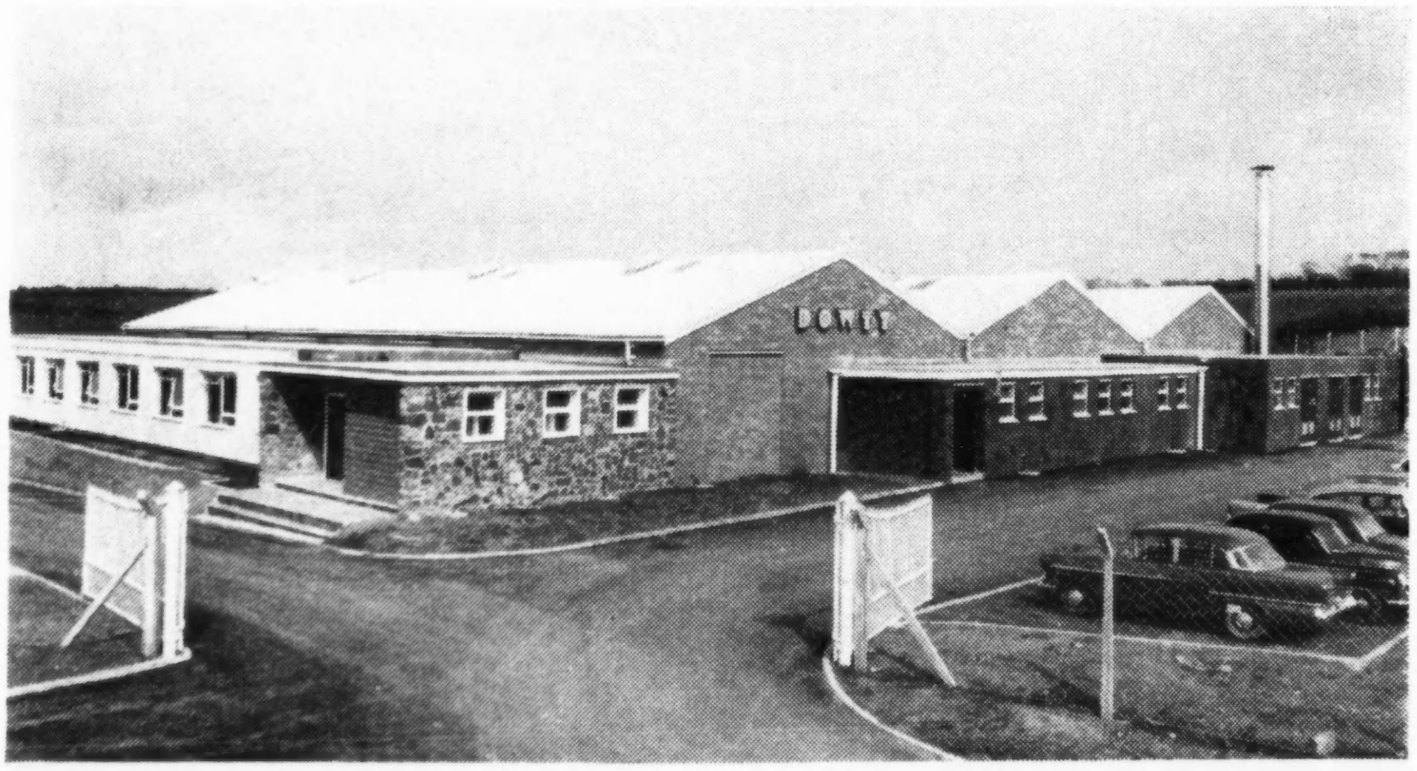
Since 1960 the overall factory floor area of Dowty's at all their factories, has increased 200 per cent to a current total of 180,000 square feet (including 20,000 square feet at Milford Haven), and special machines and processes have been evolved by the company to meet the steadily increasing demands for complex mouldings in a range of materials. Within the next year or so the labour force at Thornton will reach 180 and there is room for 400 per cent expansion. Already the factory has achieved at this stage the planned output with the current labour force. 'There is still a pool of labour to be absorbed,' said Mr. Keen, 'and we are fully utilizing the training within industry course for junior supervision.'

Quality labour

The town of Milford Haven and the surrounding villages have provided good quality labour for the company. The men and women employed at the factory have proved themselves adaptable and hard-working. Men who now carry out skilled and semi-skilled work were once trawlermen, engine-drivers and farm-workers. 'They have responded well to training and we are greatly indebted to the local office of the Ministry of Labour for helping us in the selection of our workers,' said Mr. Keen.

When Mr. Douglas Jay opened the factory he congratulated the company on the enterprise and energy shown in establishing a new production unit in an area some distance from its headquarters. Having been established at Milford Haven for nearly two years the company feels that the 163 miles between this corner of Wales and Ashchurch present no real problem. Transport is good for the supply of raw and other materials, and, probably the most important of all, repair and maintenance services are excellent. This applies particularly to the repair and servicing of the electric motors used to power the essential and costly machines installed at the factory.

The feeling of Dowty Seals can, perhaps, be summed up in the words of Mr. Douglas Jay a year ago when he said 'It is fantastic that such a large percentage of the population squeezes into the south east corner of England when one sees what the west has to offer.' By establishing a new unit in Milford Haven, Dowty Seals is doing an important job not only for the people in this part of Wales, hard hit by unemployment, but for the nation as a whole.



Dowty Seals Ltd., factory occupying a Board of Trade advance factory on a two-acre site at Milford Haven and (left) Mr. Douglas Jay, President of the Board of Trade unveiling a commemoration plaque when the factory was opened, accompanied by Sir George Dowty.

Talks between Prime Minister and Chancellor of Federal German Republic

AT THE INVITATION of Mr. Harold Wilson, the Prime Minister, Professor Erhard, the Chancellor of the Federal Republic of Germany, visited London from May 23-25. The visit was in return for that paid by the Prime Minister to Bonn in March 1965. Professor Erhard was accompanied by the Federal Minister for Foreign Affairs, Dr. Gerhard Schroder. Her Majesty The Queen received the Federal Chancellor in audience on May 24.

Chancellor Erhard had comprehensive discussions with the Prime Minister on a wide range of questions of common concern to the two Governments. Mr. Douglas Jay, President of the Board of Trade, was among Ministers who were present for part of the talks.

The Prime Minister and the Chancellor discussed recent developments within the European Economic Community, and relations between the Community and the United Kingdom. They reaffirmed their belief in a wider European unity in which all the countries of Europe who so wished might play their full part. The Prime Minister reaffirmed the willingness of Britain to join the European Economic Community, together with the other members of EFTA who wished to do so, provided that ways could be found to safeguard essential British and Commonwealth interests. The Chancellor emphasized anew that the German Government had always supported British accession to the European Economic Community and that it would continue to do so. The heads of Government expressed the hope that further progress along this road could soon be made in co-operation with all partner countries concerned.

The present state of the Kennedy Round negotiations were also reviewed and both sides reaffirmed their intention of doing thei utmost to bring the negotiations to a successful conclusion.

British week at Lyons

HM THE QUEEN and General de Gaulle are to be the joint patrons of the British Week at Lyons which is to take place from October 21 to 29. This will be the fifth in the series of large-scale promotions of British consumer goods organized by the Board of Trade in association with the Export Council for Europe, and will be opened by HRH the Duke of Kent.

Mr. Roy Mason presents industrial film awards

THE AWARDS to the winners of the 1966 Industrial Film Awards Competition were presented by Mr. Roy Mason, Minister of State, Board of Trade, at the luncheon of the British Industrial Film Association in London on May 25.

'Your Association is making an important contribution to the development of industrial films in all their aspects,' said the Minister of State. 'And so, too, is Government. Our increasing attention to the making of export films is very well illustrated by the growing success of the "Co-production Scheme", under which the Central Office of Information and particular industries co-operate in the making of films of this kind. In the last financial year three such films were completed and another two were actually in production. The industries concerned are aviation, shipbuilding, locomotives, plastics and pharmaceuticals, and a total financial contribution by these industries of £25,000 was met by a Government contribution of £21,000 towards production costs, plus a further £30,000 towards dubbing and distribution costs.'

The Minister of State continued that for obvious reasons Government could only undertake co-operation with industries as such, of course – usually through the appropriate trade associations. But this did not preclude the individual firm from Government help with its own film programme. The scheme for the acquisition of rights in the distribution of suitable films produced by companies was now well established and was running at a high level. Last year the Central Office of Information acquired such rights in

HRH Sultan Mahmud Ghazi (centre), President of the Afghan Air Authority, who has been visiting Britain as a guest of the Board of Trade, called on Mr. Roy Mason (left), Minister of State, Board of Trade, during his stay in London. Also present was M. Abdullah Malikyar, the Afghan Ambassador in London. Sultan Mahmud Ghazi has been visiting many leading British aircraft manufacturing firms and other producers of ancillary equipment for the aircraft industry.

more films than ever before – in 161 cases for overseas distribution. 'This is, I believe, an important scheme,' said Mr. Mason, 'for there is nothing quite so useless as a film in a can. However good it may be, however many awards it may have won, it is not doing its job unless it is on the screen – and in front of the right audience. The Government is already co-operating to the full, through its Departments in London and through the Commercial and Information Officers in our posts abroad, in this job of showing the right films to the right people. But it goes without saying that, to do this job effectively, we must have films of the highest quality, produced by the latest techniques, and we therefore welcome the Association's work in fostering these high standards.'

The aim of the Government services was to create a favourable climate for the acceptance of British goods in a given market. Our overseas posts throughout the world were geared to this, and to giving every possible assistance to the exporter – short of doing his selling for him. This was up to his salesmen. The Minister of State concluded: 'The film you have produced, and that the COI has acquired rights in, remains very much a tool in *your* hands, to be used in *your* sales campaigns. It is up to your salesmen or your agent, as the case may be, to collaborate with the Commercial and Information Officers in the Embassy or Consulate or Trade Commission in the territory concerned in making sure that your film is shown at the right time, in the right place, and to the right people as a co-ordinated part of your total sales effort. This may sound elementary stuff, but it is unfortunately true that some firms seem to think that, once their films have found their way into the COI catalogues, they can sit back and leave it at that. Of course, films left to fend for themselves in this way are screened, and, the better they are the more often they are shown. But unless these screenings are integrated in a properly planned and aggressive sales campaign, they are not being used to the best advantage. Their effectiveness is wasted unless there is active follow-up, in fact.'

75th anniversary of Netherlands Chamber of Commerce

HM THE QUEEN of the Netherlands has consented to be present at the Jubilee Banquet (to be held in the Mansion House by permission of the Lord Mayor of London) to celebrate the 75th anniversary of the formation of the Netherlands Chamber of Commerce in the United Kingdom on June 6.

Unbalance of trade between UK and Canada too wide

– the President

SPEAKING AT A LUNCH of the British Canadian Trade Association in Ottawa on May 27, Mr. Douglas Jay, President of the Board of Trade, said that trade between Britain and Canada had increased markedly in recent years; but the increase had been badly unbalanced, and this unbalance was causing us in Britain serious and increasing anxiety. Indeed it was one of the main causes of the visible trade deficit with which – though much reduced in the last year – Britain was still faced. At the moment there was a basic inequality in the tariff treatment which Britain and Canada accorded to one another, even though we were both now highly developed industrial countries. The United Kingdom gave to Canadian goods, both primary products and manufactures, almost total tariff-free entry into our country. The result was that 96 per cent of all Canadian exports to the United Kingdom entered duty free, and as much as 98 per cent of Canada's manufactured exports. In return, only about 60 per cent of all the United Kingdom's exports to Canada entered Canada duty free.

'You might expect from this, as Canada becomes increasingly a manufacturing country, to find the United Kingdom developing a widening trade deficit in its exchanges with Canada,' said the President. 'And this is precisely what we do find, to a disturbing degree. In 1960 Canada's visible exports to the United Kingdom were $1,032 million (£340 million) and the United Kingdom's exports to Canada $670 million (£221 million) – leaving a crude visible deficit from the United Kingdom's point of view of $362 million (£119 million). By 1964, because Canada's exports had substantially risen, and the United Kingdom's actually dropped back, this deficit had risen to $624 million (£206 million). In 1965, by great efforts on the part of our exporters, it had fallen back a little to $557 million (£186 million) – still much higher than in 1960, and a good deal too high for us to be able to afford.

'If you ask why the deficit should have become so much more serious between 1960 and 1964, though the tariff situation was not markedly altered, the reason may well have been the devaluation of the Canadian dollar over the course of 1961 and 1962, which one would have expected to increase Canada's exports and to hold back British exports. At any rate this was exactly what occurred in 1963 and 1964. But whatever the cause, the recent deficit has become far too high from the United Kingdom's point of view. Indeed, in 1963 the situation was reached, when the United Kingdom's visible trade deficit with Canada accounted for one quarter of the United Kingdom's deficit with the whole world.

'It would, of course, be very foolish to attempt to achieve an exact bilateral trade balance between individual countries; and world trade and living standards would be grievously restricted if we did. But the present unbalance between the United Kingdom and Canada is too wide to be borne by Britain's present reserve resources, and it is essential that the two countries succeed in redressing it. For simultaneously Canada incurs a very large deficit in her trade with the United States; so that any transfer of Canadian purchases from the United States to the United Kingdom achieves the double purpose of curtailing both deficits to the benefit of each of our countries. That is one of the subjects I have been discussing with Canadian Ministers in the past 48 hours.'

'If one looked more closely at the trade figures,' continued the President, 'it became clear that one main reason for the unbalance in trade between the United Kingdom and Canada was the great growth in Canadian manufactured exports to the United Kingdom – due no doubt in part to the fact that nearly 100 per cent of these entered the United Kingdom duty free. Not merely are we buying Canadian wheat, and other foodstuffs and raw materials on a huge scale, but manufactured goods also at a rapidly rising rate. Between 1961 and 1964 – covering the years when the Canadian exchange rate was altered – Canadian manufactured exports to the United Kingdom rose by 30 per cent. By 1964 some 42 per cent of Canada's exports to the United Kingdom were manufactures, and amounted to almost as much as total United Kingdom manufactured exports to Canada – leaving the whole of our purchases of food and materials uncovered.

Sir Henry Lintott, British High Commissioner, and Mr. J. Falconer examine a hand planer in one of the several British booths at the Northwest Canadian Trade Fair in Edmonton. Looking on are Mr. P. Dalgleish, leader of the Tyneside (England) Chamber of Commerce mission to the prairies, Mr. J. Moulden of H. F. Moulden & Son, one of the British exhibitors, Mr. J. Walker-Brash, British Government representative in Alberta and Mr. W. Hodgkins, British Trade Commissioner in Alberta. *(See also page 1253.)*

'In order to correct this situation, British industry and the British Government had mounted a full-scale export promotion campaign in the Canadian market. The Committee for Exports to Canada, had been extremely active in bringing home to British firms the selling opportunities Canada offers; and British industry is now responding. Last year the Board of Trade organized the intensive Export Promotion Campaign known as "Canextour". A team of British Trade Commissioners from Canada toured Britain over a period of seven weeks, interviewing nearly 800 British firms and supplying them with detailed information about the Canadian market. Already many firms had been stimulated to explore this market for the first time, or to tackle it with renewed vigour; and this was certainly one reason for the encouraging growth in our sales over the last nine months.

'On top of this, we were organizing, with Government support, a series of hard-selling trade missions to Canada, and a number had arrived or would be arriving in this year and in 1967. A number of Missions had already been launched by Tyneside industrialists, the Engineering Industries Association and the Westminster Chamber of Commerce. We had welcomed in Britain in return a buying mission representing the Electric Power Producers in the Atlantic provinces, who are being shown what the highly developed British electrical industry has to offer in power generation, transmission, distribution, etc. More trade missions would soon be coming to Canada from the Council of Scottish Chambers of Commerce, the Development Corporation for Wales and the British Plastics Federation.'

'Your own association has, I know, contributed actively to the British export drive,' said the President. 'I congratulate you in particular on the display centres adjoining your offices in Montreal and Toronto, a pioneering effort put up last year to enable British firms to have their goods on show for potential Canadian buyers. To judge by the information reaching me on the use made of these centres, and the advance bookings received, they are already much valued by British exporters. I am beginning to wonder if this success in Toronto and Montreal might be extended more widely.

'But besides all this, we are planning further major export promotion ventures to materialize next year, Canada's Centenary Year. Quite apart from an impressive British Pavilion in the Universal and International Exhibition in Montreal, which will illustrate the achievements of Britain as a whole, there will be three other very important British trade enterprises. First, the British International Trade Fair in Toronto, a section of the National Industrial Production Show; secondly, a British Pavilion,

Sir Eric Mensforth, deputy chairman of John Brown and Company Limited, and Lady Mensforth, paid a short visit to Montreal recently in their capacities as Master and Mistress Cutler of the Company of Cutlers. Sir Eric is also director and chairman of Westland Aircraft and the picture shows him and Lady Mensforth with a model of the Hovercraft, which was developed by this firm.

as part of the British Columbia International Trade Fair in Vancouver, both of them organized by British Overseas Fairs Ltd., and opening in May 1967; and thirdly, a full-scale British Week in Toronto in October of that year, run by the Board of Trade and supported by the Committee for Exports to Canada. To plan and prepare the Toronto Week an inaugural conference was held yesterday in London to which British manufacturers and the trade and national Press were invited.' (*See page* 1252.)

'It was partly due to the efforts already made, that United Kingdom exports to Canada increased by 7 per cent in 1965 and were still increasing. During the first four months of this year, British exports to Canada were actually a fifth higher than in these months of 1965 – $34 million (£11 million) higher – a very promising achievement. By these and similar efforts, Britain, in her dealings with the world as a whole, succeeded in halving in 1965 both her trade deficit and overall balance of payments deficit; and thereby greatly strengthening the pound sterling and the economic situation as a whole. But we meant to achieve more than this in the years immediately ahead, and to build up the surplus necessary for greater overseas investment once again.'

The President went on: 'Such are the efforts which British industry and the British Government are making, and will make, to overcome the unbalance in Anglo-Canadian trade. We believe that the Canadian Government and the Canadian commercial community will be equally active in co-operating with us in this task, because unless we can sell more British goods to Canada we cannot go on buying on the existing scale from Canada. Some may think that the trading exchange is simply a matter of the comparative efficiency and enterprise of Canadian and British industry.

'Unfortunately this is far from the whole truth. First, as I have said, almost all Canadian exports enter Britain duty-free, and only two-thirds of British exports have the same opportunity in Canada. Secondly, British industry has long complained to the British Government that, far from finding a specially open door in the Canadian market, it has had to face particularly heavy obstacles; notably the anti-dumping and valuation procedures and the price preference given by Canadian public authorities to the home industry. Here, since the unbalance is as great as it is, and so vigorous an export effort has been made by British industry, I think it is reasonable for us to ask that special barriers in the way of British goods should be removed. The size of the deficit both of the United Kingdom with Canada and of Canada with the United States is the strongest argument for asking the Canadian Government to co-operate with us.

'We, for our part, were delighted when the Canadian Government a year ago amended certain features of its Customs Act in response to our request. These, we had long argued, not merely failed to encourage British goods, but actually discriminated unfairly against them. We were the more encouraged when the Canadian Minister of Finance said in his Budget Speech of April 1965 that it was his Government's hope that "This proposal will be taken by British exporters as a decisive response to their plea that Canada gives a clear signal that we welcome their goods; we hope too they will respond by seeking out and serving the very substantial demand which certainly exists here in Canada for imported goods."

'I am bound to say that we are not very happy about the results achieved by this amendment – Section 37(a) – so far. At the end of 1965 the Canadian National Revenue Department gave a most welcome concession to the British wire rope industry. Since then the list of concessions has been added to very slowly, though many applications have been made. According to my information, approximately 50 applications have been made by British industry. A number of these have been withdrawn or resolved in other ways. Of the remainder only eight have been approved so far. We also know that a large number of other firms would have liked a concession to enable them to sell competitively in Canada, but it now appears that at most only a handful of these could make out a case under the new legislation. It may be necessary for us to examine jointly with the Canadian authorities what more can be done to remove avoidable barriers against British exports to Canada. I have naturally been discussing this problem in my talks with Canadian Ministers. I am hoping that we shall make some progress before long.'

Another avoidable obstacle which British exporters had faced in the Canadian market up till now had been the price preference given by Canadian Federal and Provincial Governments to Canadian manufacturers. We had repeatedly pressed the Canadian Government to assure, if possible, that British manufacturers should be allowed to compete on equal terms. We had proposed, for instance, that Commonwealth countries should give each other the same treatment in the field of public procurement, beyond the tariff, as they accord to domestic suppliers. He would very much like that proposal to be adopted by Commonwealth Governments, both for civil and defence goods and it would be discussed at the Commonwealth Trade Ministers' Conference in London next month. Meanwhile he knew that some public authorities in Canada had expressed willingness to buy more British goods on competitive terms and he welcomed this most warmly as contributing to the growth of Commonwealth trade and the correction of the present imbalance.

'It would be far better for both countries if the deficit could be overcome by Canada increasing her purchases from Britain rather than Britain being forced to cut down her purchases from Canada. For if the deficit continues much longer at its present level, voices will be raised in Britain to argue that we must look elsewhere for some of the supplies that we were now buying from Canada The remarkable increase in British sales to Canada since September last year was strong ground for thinking that the situation could be transformed if Canadian buyers and the Canadian Government responded actively to the British export drive. Indeed, the fact that sales of British goods had been mounting so promisingly proved that practical success could follow quickly on a concentrated promotion effort such as that we had made. Already this year the deficit in our trade with Canada had again been substantially cut compared with 1965.'

During his visit the President also addressed the Canadian Club in Ottawa on May 26. An account of the London conference to introduce the British Week in Toronto is given on page 1252 of this issue.

'Britain can export more to Denmark'

REPORTING on the results of a trade mission to Denmark, the London Chamber of Commerce say there is scope for the expansion of British exports to Denmark, both in capital and consumer goods. In the field of capital goods Denmark is undertaking a massive capital works programme which includes road-building, bridge construction, modernization of the telephone service and the building of new hospitals. The report comments: 'In all these fields there should be scope for British participation in some form, whether it be provision of equipment, components or experience.'

The mission visited Denmark from October 10-15 last year.

'Government's duty to maintain essential supplies'

The Home Secretary

MR. ROY JENKINS, Home Secretary, on May 26, opening the debate in the House of Commons on the emergency powers arising from the seamen's strike, said that the Government had a clear duty to maintain the community's essential supplies, wherever they were or might be interrupted.

The Home Secretary said that the Emergency Regulations would continue in operation for one month only. He continued: 'They have of necessity been drafted to cover a wide variety of situations. We must cover action which though not yet necessary may become so if the strike continues.' The Government had no intention of making use of these powers unless the needs of the situation compelled it to do so. There would be no question of premature or unnecessary use of the regulations.

Court of inquiry into seamen's strike

A COURT of inquiry into the seamen's strike was announced in the House of Commons on May 26 by Mr. Ray Gunter, Minister of Labour. The court, set up under the Industrial Courts Act of 1919, will be headed by Lord Pearson, a Lord Justice of Appeal since 1961.

The court will inquire into:

The immediate causes and circumstances of the present dispute between the shipowners and members of the National Union of Seamen.

Terms and conditions of service of seamen, taking into account, the national interest, technological change, and the need for an efficient and competitive shipping industry.

Relations between shipowners, officers and seamen.

The law, including the Merchant Shipping Act, 1894, as it relates to the second and third items in the terms of reference.

Mr. Mason to visit Oslo for maritime meeting

MR. ROY MASON, Minister of State, Board of Trade, was expected to visit Oslo, where Ministers responsible for shipping in many of the major maritime nations of the world were due to meet on June 1 and 2 to discuss matters of common interest. Governments represented will include Belgium, Denmark, Finland, France, the Federal Republic of Germany, Greece, Italy, Japan, the Netherlands, Norway, Sweden and the United Kingdom.

The last meeting of Ministers was in London in December 1963.

Marine Navigational Aids Division: change of address

WITH EFFECT from Monday, June 6, 1966, the address of Marine Navigational Aids Division will be changed to 2 Bunhill Row, London, E.C.1. The telephone number will be Monarch 4071.

INDEX INQUIRIES

Inquiries about the detailed contents of the JOURNAL *(dates on which particular articles, etc., were published) should for convenience be made to the Board of Trade Library (Abbey 7877, Ext. 3038) who compile the half-yearly index to the* JOURNAL.

'The Coastguard'

THE FIRST ISSUE of *The Coastguard* prepared since the Coastguard Service was transferred to the Board of Trade was published on June 1. The journal will serve the Coastguard Service which is mainly concerned with the preservation of life at sea and initiates all necessary lifesaving measures, including the alerting of lifeboats and requests for assistance of aircraft when a vessel is in distress or difficulties.

In a message to readers the new Chief Inspector, Commander P. J. H. Bartlett, OBE, RN (Retd.) writes: 'It's an ill wind that we are deployed for, and whatever the conditions, the Coastguard Service and the Rescue Companies invariably face up to them whenever there is a chance of helping the mariner in distress. On the coast a turnout is taken almost for granted, but at Headquarters in London, when the reports are read and passed around, a very real pride is taken in the work of rescue that has been carried out, particularly during the wild winter nights when we have been resting comfortably in our beds.'

It is intended that the journal will be published quarterly.

'Radio Caroline' in best rescue service award

MR. DOUGLAS JAY, President of the Board of Trade, has awarded the Shield for the Best Wreck Service of the Year 1965/66 to the Walton-on-Naze Coastguard Company for their rescue of nine men from the Panamanian ship 'Mi-Amigo' (Radio Caroline), which ran adrift and grounded on the Essex coast in the January gales.

Describing the circumstances leading to the award, Commander P. J. H. Bartlett, Chief Inspector, HM Coastguard, said: 'Throughout their service, spread over three days, the efficiency of the organization and the devotion to duty by all concerned was exemplary in particularly adverse weather conditions.'

It was in the late evening of January 19, 1966, during a south-easterly gale, that the 'Mi-Amigo' dragged her anchor four miles off the Essex coast and drifted ashore, striking the sea wall near Holland Haven. The coastguard alerted the Lifeboat and Coastguard Rescue Companies, and efforts were made to warn the 'Mi-Amigo' of her distress, without success. Five coastguards and some 20 auxiliary coastguards reported to the distress call and transported their rescue gear through squalls of snow and sleet to Frinton golf course to find the 'Mi-Amigo' only 300 yards offshore. She grounded shortly afterwards. Hauling their gear up the ice-covered 17-foot sea wall, the coastquards rigged up their rocket-firing apparatus in the confines of the beach between heavy breaking seas and the sea wall.

Within half an hour the disc-jockeys, radio engineers and some of the ship's crew were being hauled ashore by breeches-buoy and taken to waiting cars.

The Coastguard Rescue Company 'stood-by' for a further 36 hours in freezing conditions, ready to bring the captain and the rest of the crew ashore at the first sign that the ship might roll over on the Radio Caroline transmitting aerials.

The 'Mi-Amigo' was eventually refloated on January 21.

PHOTOGRAPHS FOR THE JOURNAL

The Editor will be glad to consider prints of industrial photographs suitable for publication in the Board of Trade Journal. **Black and white prints:** *These should be 'action' photographs showing UK goods being inspected by overseas buyers or in process of being packed or shipped for export or being unloaded, installed or in use at the overseas destination. Photographs of UK businessmen in discussion with overseas buyers and of visitors at exhibition stands overseas are also acceptable.* **Colour photographs:** *Four-colour illustrations with an export angle and for which blocks are available will be considered for use as coloured cover illustrations.*

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London insurance conference ends

THE SIXTH CONFERENCE of European Insurance Supervisory Services which met at the Board of Trade on May 23 to 26 noted the reports presented and the conclusions of the working parties on the following topics:

Present methods of detecting insolvency in insurance;
Calculation of reserves for non-life insurance;
Compilation of insurance statistics;
Group insurance in the personal classes;
Compulsory liability insurance;
Private sickness insurance;
Reinsurance of large risks.

In its final session the committee recommended to the member countries that the development of closer co-operation between the supervisory authorities for the protection of beneficiaries of insurance contracts should be pursued.

In connection with the calculation of reserves for non-life insurance the conference took note of the studies which the working party of ASTIN (Actuarial Studies in Non-life Insurance) had already undertaken and asked to be kept informed of their further progress.

In connection with the compilation of insurance statistics the committee invited member countries to arrange the collection of the statistics so far as possible on a uniform basis recommended by the Committee of Rapporteurs for this subject and to transmit these figures when available to the secretariat.

The conference expressed its great pleasure in accepting an invitation from the Federal German Republic that the Seventh Conference should be held in Western Germany in 1970. The conference also accepted an invitation from the Spanish authorities for the Preparatory Committee to meet in Spain in 1968 to discuss the topics for discussion at the Seventh Conference.

Inquiries about this notice should be addressed to Insurance & Companies Department, Board of Trade, Sanctuary Buildings, 20 Great Smith Street, London, S.W.1. (Tel. Abbey 7877, Ext. 2830).

Export Credits Guarantee Department

DURING the quarter ended March 31, 1966, the Department assumed liability:

(a) under Section 1 of the Export Guarantees Act, 1949-1964, up to a maximum of £138,476,074 in respect of guarantees amounting to £238,641,286;
(b) under Section 2 of the Export Guarantees Act, 1949-1964 up to a maximum of £92,762,562 in respect of guarantees amounting to £93,853,518.

Survey of professional engineering manpower

THE COUNCIL of Engineering Institutions and the Ministry of Technology are carrying out jointly a survey of professional engineers in the United Kingdom. From May 24 a sample of Chartered Engineers, numbering over 25,000, have been receiving a questionnaire. The aim of the survey is to obtain a factual picture of the qualifications, training, employment and incomes of Chartered Engineers and of those who will shortly become professionally qualified.

The Ministry of Technology has been responsible for planning the survey which will be conducted by a Market Research Consultant, Mr. Christopher Scarborough, under a Ministry of Technology contract. The Council of Engineering Institutions is providing facilities for the Consultant, and the sample will be drawn from the membership of the 13 Engineering Institutions associated with the Council. The sample will cover approximately 20 per cent of the engineers concerned. Care will be taken to preserve the anonymity of the respondents, and the answers will be processed on a computer.

New President for Birmingham C of C

THE NEW President of Birmingham Chamber of Commerce and Industry is Mr. Oscar Rudolf Eric Max Hahn, MA, MIMechE, FIWM, managing director of BKL Alloys Ltd., of Kings Norton, Birmingham.

He has been a member of the Council of Birmingham Chamber of Commerce and Industry since 1961. This year he was the leader of a trade mission to the Netherlands.

Report of the Patent Office for 1965

THE CONTROLLER-GENERAL'S Annual Report on the work of the Patent Office in 1965 was published on May 27. Patent applications were at a new record level, being 40 per cent higher than 10 years ago. Complete specifications increased by 1,545, of which 1,278 came from the United States. Those from the United Kingdom fell by 528. By the end of the year the number of complete specifications which had not been examined again fell and was the lowest since 1957.

The Comptroller reports continued lively activity in most fields of invention with some interesting developments, notably in computers. The number of trade mark applications remained at about the same level as in 1963 and 1964, but the numbers of marks advertised and registered were markedly lower than a year earlier. Here again the applications from the United States increased while those from the United Kingdom were fewer.

Applications for industrial designs were 2½ per cent lower than in 1964 but the number from abroad continued to increase and reached 27 per cent of the total received. The Comptroller also reports on the activities in the international field and refers to the growing need for greater co-operation and harmonization of laws and practice on patents.

There was a rise of over 12,000 in the number of readers using the Patent Office Library. This is to form part of the projected National Reference Library of Science and Invention and from April 1, 1966, has come under the control of the British Museum.

Copies of the Report 'Patents, Designs and Trade Marks (83rd Report of the Comptroller-General of Patents, Designs and Trade Marks) for the year 1965 - House of Commons Paper No. 45' are available from Her Majesty's Stationery Office, 49 High Holborn, London, W.C.1, and branches, price 3s. 6d. Copies by post can be obtained from Her Majesty's Stationery Office, Box 569, London, S.E.1, price 4s. 3d.

Material and services for space research

THE EUROPEAN SPACE RESEARCH ORGANIZATION wishing to keep up-to-date the information it has about firms in Western Europe able to supply material and services in the field of space research and for laboratories and ground installations, invites registered firms to add to or amend the details previously furnished in reply to the ESRO questionnaire and list of supplies (forms No. PT/0017/JP and No. T/980/MD/SG).

Other firms wishing to receive copies of those forms in order to be registered as possible suppliers to ESRO, should write to ESRO (Technical Administration), 36 rue La Pérouse, Paris 16e, France.

A list of forthcoming contracts was published in the Board of Trade *Export Service Bulletin* of December 10, 1965.

Committee on invisible exports

A COMMITTEE ON INVISIBLE EXPORTS has been appointed by the British National Export Council, under the chairmanship of Sir Thomas Bland. Mr. William Clark has been appointed Director of Study and Mr. D. C. Keys (care of The Bank of England) is to be Secretary.

The Committee's terms of reference are:

1. To examine 'invisible' elements on private accounts in the balance of payments excluding the relationship between exports and direct investment overseas under study by the Confederation of British Industry.
2. To consider means of promoting and stimulating 'invisible' exports and to make recommendations.

Italian trade mission for Sheffield

A TRADE MISSION of 30 Italian buyers of hand and engineers' tools is being brought to Britain on June 19 by the Federation of British Hand Tools Manufacturers, The National Federation of Engineers' Tools Manufacturers and the British National Export Council.

The mission will spend a week (June 19-25) touring industrial plant in the Sheffield area and will also visit the Sheffield Industries Exhibition. A reception will be given for them at the Cutlers' Hall, where the host will be the Master Cutler.

EFTA (Origin of Goods) (Amendment No. 2) Regulations 1966

THE EFTA (Origin of Goods) (Amendment No. 2) Regulations 1966, published on May 27 (S.I. 1966 No. 601) amend Note 4 of the Introductory Notes to Schedule 2 and the description of goods specified under tariff heading 59.07 in Schedule 2. The effect of the amendment to Introductory Note 4 to Schedule 2 is to permit the use of materials of EFTA origin in the manufacture of any of the goods listed in that Schedule when the use of similar materials of non-EFTA origin render the goods ineligible for EFTA tariff treatment.

The amendment to tariff heading 59.07 in Schedule 2 provides for knitted and other unwoven fabrics, similar to buckram and used in millinery, to be eligible for EFTA tariff treatment if they have been produced in accordance with the terms of the qualifying processes applicable to heading 59.07.

The Order came into operation on May 31. Copies can be obtained from Her Majesty's Stationery Office, 49 High Holborn, London, W.C.1 and branches, or by post from HMSO, PO Box 569, London, S.E.1 (price 5d. or 8d. by post).

Imports of bananas from the Dollar Area

THE QUOTA OF IMPORTS of bananas from the Dollar Area during the 12 months commencing October 1, 1965, was announced in Notice to Importers No. 1118 dated September 24, 1965.

The Board of Trade have now stated in Notice to Importers No. 1152, dated June 1, 1966, that as there has been under-usage of the quota in recent periods a more flexible system of allocation of licences is now being introduced to permit fuller use of it. The following are the essential features:

(i) A portion of the quota, equivalent to average licence usage over the past four years will be reserved for previous licence holders until June 30, 1966.

(ii) The balance of the quota will be available to meet applications on a first come, first served basis to any importers of bananas who produce written evidence of firm contracts with overseas suppliers, subject only to the issue of an import licence.

(iii) Previously licences were valid only for direct imports from the Dollar Area but consideration will now also be given to applications for licences for imports of bananas from the Dollar Area to be shipped via the Continent.

(iv) After June 30, the remainder of the quota still not licensed, including any of the reserve not taken up by the previous licence holders, will also be available to meet applications on a first come, first served basis, subject to contract as above, until the quota is exhausted.

(v) Licences will normally be valid for one month only.

All applications should be made on Form ILB/A to the Board of Trade, Import Licensing Branch, Hillgate House, Old Bailey, London, E.C.4. Page 1 should be completed; on page 2, only the desired amount of the licence, in tons, need be stated; on page 3 *and copies*, the applicant's name and address and the description of goods (fresh bananas) should be entered.

The Dollar Area comprises: Bolivia, Canada, Colombia, Costa Rica, Cuba, Dominican Republic, Ecuador, El Salvador, Guatemala, Haiti, Republic of Honduras, Liberia, Mexico, Nicaragua, Panama, Philippines, United States of America and Venezuela.

Applications for temporary exemption from import duty

THE BOARD OF TRADE are considering applications for the temporary exemption from import duty of the materials listed below on the grounds that these materials are not made in this country or the Commonwealth, or the supply available from these sources is not substantial having regard to the existing United Kingdom demand.

Representations are invited from manufacturers in this country or agents of Commonwealth manufacturers who consider they are, or will be within a reasonable period, in a position to supply a substantial proportion of the United Kingdom demand for these materials, or who are interested in their future production.

Temporary exemptions come into effect on the operative date of the Treasury Order in which the materials are specified and normally continue until the end of the current calendar year, when they are reviewed.

Interested parties who wish to make representations should address them to Tariff Division, Board of Trade, 1 Victoria Street, London, S.W.1., preferably through a Trade Association, giving the respective reference shown below and stating whether their names may be passed to the applicants for temporary exemption. Representations should be received by June 17, 1966.

Tariff heading	Proposed definition for tariff purposes	Applied for as	Exemption required until	Reference
29.23	2-(2-Aminoethoxy) ethanol	As in previous column .	December 31, 1966	6869
29.23	1:15-Diaza-5 : 8 : 11-tri-oxapentadecane	Di (3 aminopropyl) ether of diethylene glycol.	December 31, 1966	6839
29.44	6-(2 : 2-Dimethyl-5-oxo-4-phenyl-1- imidazolidinyl) penicillanic acid	6-(2, 2)-Dimethyl-5-oxo-4-phenyl-1- imidazolinidyl) -3, -dimethyl-7- oxo-4-thia-1-azabicycle (3.2.0) heptane-2-carboxylic acid	December 31, 1966	6828
30.01	Grafts of bone or cartilage, defatted, dried and packed in vacuum	Bovine bone, processed .	December 31, 1966	6856
38.19	Chlordane	Chlordane technical grade	December 31, 1966	6857
29.23				

Applications for anti-dumping duties on theophylline, theophylline hydrate and aminophyllin

THE BOARD OF TRADE give notice that they are considering applications for the imposition under the Customs Duties (Dumping and Subsidies) Act, 1957, of anti-dumping duties on imports of theophylline and theophylline hydrate, and on imports of aminophyllin, originating in the Federal Republic of Germany. These applications may be extended to include other countries supplying such products to the United Kingdom which appear to be dumped.

A statement of the applicants' case will be made available to interested parties who give an undertaking to treat the information contained in the statement in strict confidence.

Any representations which interested parties may wish to make in connection with this application should be submitted in writing not later than June 17. Such representations in summarized form and without attribution to the source may be passed to the applicants for comment. Those making representations should stipulate any particular points which they do not wish to be disclosed.

Requests for the statement, together with an undertaking in the terms set out above, should be addressed in writing to the Tariff Division, Board of Trade, Room 555, 1 Victoria Street, London, S.W.1.

The Import Duties (General) (No. 3) Order 1966

THE TREASURY have made the Import Duties (General) (No. 3) Order 1966. (S.I. 604, 1966).

This Order:

(1) introduces a subheading under heading 17.02 to restore the duty free rate to high test, invert or fancy molasses, following a change of classification brought about by a Classification Opinion of the Customs Co-operation Council;

(2) amends subheading 18.06 (C) (1) to remove a difficulty in classifying various chocolate preparations with salt in them;

(3) amends heading 59.07 in conformity with a corrigendum to the Brussels Nomenclature approved by the Customs Co-operation Council so as to enable certain knitted fabrics to be classified under this heading.

The Order came into operation on June 2, 1966.

Copies of the Order are obtainable direct from Her Majesty's Stationery Office, 49 High Holborn, London, W.C.1 and branches, and by post from HMSO, P.O. Box 569, London, S.E.1.

The Import Duty Drawbacks (No. 4) Order 1966

THE TREASURY have made the Import Duty Drawbacks (No. 4) Order 1966.

This Order:

(i) provides for the allowance of drawback of import duty on the exportation of

(a) certain imported parts of hand-operated label-making appliances, whether exported in complete appliances or as

spare parts, and of specified tapes for use in such appliances; and

(b) certain imported heat-absorbing glass; and

(ii) varies the rates of drawback of import duty on certain imported square sawn wood and timber and imported wooden veneer sheets used in the manufacture for export of sewing machine woodwork.

The Order came into operation on June 2, 1966, and has been published as Statutory Instruments 1966, No. 605.

Copies are obtainable direct from Her Majesty's Stationery Office, 49 High Holborn, London, W.C.1, and branches, and by post from HMSO, P.O. Box 569, London, S.E.1.

Goods exported in containers — further relaxations in control

IN FEBRUARY 1965 HM Customs and Excise announced arrangements affecting a wide range of goods required to be exported under Revenue Control. When these goods are packed in containers by transport operators who are independent of the exporter and approved for the purpose, Customs would normally require only a small proportion of the containers to be opened at shipment. These special arrangements will continue.

In addition, a substantial reduction will now be made in the number of containers that *other operators* will be required to open at shipment if they will

(a) endorse the related shipping bills 'goods packed into container No. . . .';

(b) furnish a list of the contents of each container showing the marks and numbers of the internal packages, the quantity and description of the goods and the reference numbers of the related shipping bills; and

(c) pack drawback and other goods under revenue control in an accessible position.

Further information may be had from local offices of Customs and Excise.

Duty-free admission of foreign-owned transport containers

HM CUSTOMS AND EXCISE announce that foreign-owned transport containers temporarily hired from abroad by United Kingdom traders solely for filling with export goods and re-exportation may in future be imported without payment of Customs duty provided that certain requirements are fulfilled. Further information as to the conditions for relief and the Customs procedure to be followed may be obtained from any Office of Customs and Excise.

World-wide promotion of British wool textiles

IN ITS 56-page report the National Wool Textile Export Corporation describes the world-wide promotional work it carried out during the past 12 months. Major exhibits of British wool products were staged in Tokyo, Johnannesburg and Milan, while promotion campaigns were conducted in the United States, Canada, South Africa, West Germany and the Scandinavian countries. The corporation also took a leading part in the British Weeks in Holland and Italy and organized a group selling mission to Japan and Hong Kong.

SUBSCRIPTION AND SALES

Readers are reminded that subscription and sales inquiries should be addressed to HMSO at any of the following addresses: 49 *High Holborn, London, W.C.*1; 423 *Oxford St., London, W.*1; 13*A Castle St., Edinburgh* 2; *Brazennose St., Manchester* 2; 35 *Smallbrook, Ringway, Birmingham* 5; 109 *St. Mary St., Cardiff*; 50 *Fairfax St., Bristol* 1; 80 *Chichester St., Belfast; or through any bookseller.*

Telephone inquiries should be made to Waterloo 6977, Ext. 472.

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COPYRIGHT ACT, 1956

PERFORMING RIGHT TRIBUNAL

NOTICE IS HEREBY GIVEN, pursuant to rule 5 of the Performing Right Tribunal Rules, 1965, of a further reference to the Tribunal under Section 26 of the Copyright Act, 1956, by the **Performing Right Society, Limited, of 29/33 Berners Street, London, W.1,** (hereinafter called "the originator").

This further reference concerns a licence scheme varied by the Tribunal by an order dated the 6th February, 1964, following a reference to the Tribunal by the **Cinematograph Exhibitors' Association of Great Britain and Ireland of 164, Shaftesbury Avenue, London, W.C.2,** and in which **Harold Fielding, Limited, of 13, Bruton Street, London, W.1, Harold Davison, Limited, of 29, Regent Street, London, W.1, Mr. Vic Lewis, of Green Gables, Wise Lane, Mill Hill, London, N.W.7, and Mr. Larry Parnes, c/o Youngstar Music Limited, of Flat 7, 24, Great Cumberland Place, London, W.1,** appeared as interested parties. A copy of the notice of the further reference, together with the originator's Statement of Case, was served on all the above-named parties on the 20th May, 1966.

The originator alleges that, in the light of a survey of related tariffs and of the current value of copyright music to promoters of popular concerts, a revision of the basis of assessment of royalties is now appropriate, and proposals are made with this object.

Any organisation or person wishing to object to the credentials of the originator, or to be made a party to the proceedings must make application for the purpose in the manner prescribed by the Performing Right Tribunal Rules, 1965, not later than the 24th June, 1966.

Performing Right Tribunal,
Chancery House,
53/64, Chancery Lane, London, W.C.2.

H. W. CLARKE,
Secretary.

Report of Monopolies Commission on proposed fisheries merger

THE report by the Monopolies Commission on the proposed merger between Ross Group and Associated Fisheries Ltd. was published as the *Board of Trade Journal* went to press last week and was briefly noted on page 1178. The following is a fuller summary:

The Monopolies Commission were asked by the Board of Trade to investigate and report on this proposed merger and to say whether it might be expected to operate against the public interest. If they so found they were required to consider whether any action could be taken to remedy or prevent any resulting mischiefs.

A group of eight members of the Monopolies Commission under the chairmanship of Mr. Ashton Roskill, QC (the Commission's chairman) was appointed to carry out the investigation and to report within three months to the Board of Trade. During the hearing the Commission took evidence from Ross Group Ltd. and Associated Fisheries Ltd., the White Fish Authority, organizations representing wholesale fish merchants, fishmongers and fish fryers, other trawling companies, substantial purchasers of fish and other interested parties.

By a majority of six to two the Commission concluded that the merger could be expected to operate against the public interest and that there were no safeguards which could be recommended as practicable and worthwhile. They accordingly recommended that the merger should not be allowed.

The President of the Board of Trade, in answering a Parliamentary Question on May 24, said that he accepted the majority view of the Commission.

Summary of the Commission's Report

The Monopolies Commission, in their report, have examined the fears expressed about the consequences of the proposed merger and the character and extent of any risk to the public interest; the extent of benefits to the public interest which the merger offered; whether the merger might be expected to operate against the public interest; and, if so, whether any resultant mischiefs could be remedied or prevented by safeguards.

Risk to the public interest

The fears expressed to the Commission centred on the possibility that the combined company's dominance in the market for fish would enable them to regulate supplies and prices in their own interest. The Commission considered separately the position of the combined company in respect of trawling and fish distribution.

(a) **Trawling.** The combined fleet could be expected to provide about one-fifth of the total supply of fish in the United Kingdom market. However, the market for fish as a whole, does fall into distinct sections by reference to types of fish and class of customer, and while there is some interchange and price influence among them, there is not full and free competition. The Commission considered that the bulk of distant-water cod serves a market which can be clearly distinguished from that served by, for example, high-quality flat fish. Accordingly the Commission considered separately the market for cod, which accounts for 40 per cent of total landings from British vessels. Of the total supply of cod, over 70 per cent is landed at the two Humber ports of Hull and Grimsby, through which the combined company could be expected to control a little over one-half of the total Humber cod landings. They would own 117 distant-water trawlers of the total British distant-water fleet of 196 – 60 per cent.

The Commission accepted the view expressed to them by many of those participating in the trade that anyone who was in a position to control the supply of Humber cod would be able to influence the market price for cod generally. They concluded that there would be ground for concern at the dominant position which the combined company would occupy in the Humber ports, and further, they considered that the dominance of the combined company in the distant-water fleet would increase, irrespective of whether or not they sought further acquisitions.

(b) **Distribution.** The Commission found that the combined company could be expected to handle about 14 per cent of the total supplies of fish in the United Kingdom; a figure nearly twice as much as the share of the next largest company engaged in fish distribution. They considered that the proportion handled by the combined company would continue to grow and that this process would be hastened if the companies were merged.

The Commission considered that a really significant factor was the coupling of this large distribution organization with a predominant and growing share of the supply of Humber cod.

The Commission concluded that the merger would give the combined company great power over the market and that this power would grow. They accepted that the present management of Ross Group have no intention of misusing the power which the merger would give them, but the Commission were concerned with future developments and consequences in the longer term. They concluded that the merger would not put the combined company in a materially stronger position to face the general difficulties affecting the industry and that a future management of the combined company might well seek to increase profits by using their dominant position to secure higher prices. The Commission regarded it as undesirable that the extent of such price rises should be determined by one company instead of by the force of competition.

Benefits from the merger

The Commission considered that the benefits to be expected from the merger, as explained to them by the Ross Group, may be summarized as:

(i) an improvement in the trawling success of the combined fleet;

(ii) an improvement in the efficiency of the combined distribution organization,

both combined with economies resulting from the elimination of duplication.

The Commission carefully considered the detailed and quantified claims made by the Ross Group in respect of these benefits, but they considered that the total value of such benefits from the merger which could be regarded as reasonably practicable would not amount to anything approaching the Ross Group's forecast.

The Commission concluded that the extent of the net financial gain which might be expected from the merger would not put the combined company in a significantly stronger financial position than the two companies separately would be in. The Commission considered that the merger would contribute nothing to the solution of the problem of fragmentation within the industry, and tney saw no evidence that the merger would contribute significantly to increased efficiency in the industry; moreover, it would not materially improve the chances of creating an industry that would be viable in the sense of being able to stand on its own without reliance on Government subsidies.

The effect of the merger on the public interest

In the light of their examination the Commission considered that the disadvantages of the merger were greater than such benefits as could be expected from it. They concluded that in the circumstances of the case the merger might be expected to operate against the public interest.

Possible safeguards

The Commission carefully considered whether any action might be practicable and effective to remedy or prevent the mischiefs which they concluded would result from the merger. They reached the view that there were no safeguards which they could recommend as practicable and worthwhile.

The majority group of six members accordingly recommended that the merger should not be allowed.

Note of dissent

Two members of the Group found themselves unable to agree with the conclusions and findings of their colleagues set out above. These members considered that the possible advantages of the merger were not outweighed by possible dangers to the public interest, and accordingly they did not agree that the Government be recommended to intervene and veto the merger.

Notes:

Section 6 of the Monopolies and Mergers Act, 1965, enables the Board of Trade to refer a merger or proposed merger to the Monopolies Commission in either one of the two cases:

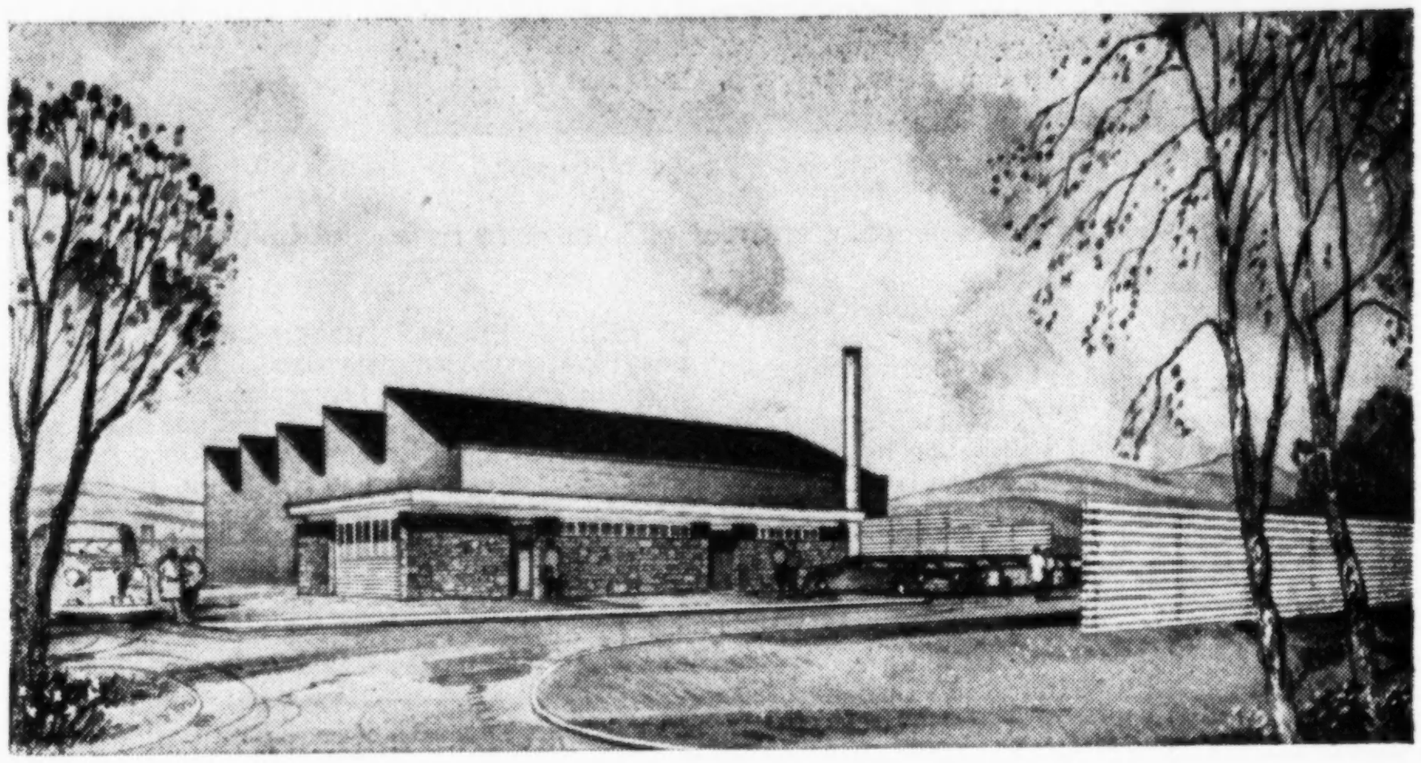
(a) where the merger would lead to or intensify a 'monopoly';

(b) where the value of the assets taken over exceed £5 million.

This proposed merger was first discussed between the Board of

(*Continued at foot of next page*)

New factories for Wales



An artist's impression of a typical advance factory to be built in Wales under a further programme announced by the President of the Board of Trade in the recent Budget debate.

SPEAKING IN THE BUDGET Debate in the House of Commons on Monday, Mr. Douglas Jay, President of the Board of Trade, announced a further programme of advance factory building. Under this new programme a further seven advance factories are to be built by the Industrial Estates Management Corporation for Wales, and they will be in existing Development Districts where miners who are unable to accept redeployment within their industry will be able to seek new jobs.

The new factories will all be built to a standard design which is suitable to a wide range of both medium and light industries and will be of either 25,000 or 10,000 sq. ft. in floor area on sites capable of accepting at least a 100 per cent extension to the premises. They will be steel framed single storey units with a height to eaves of 14 ft., a height to the under side of the valley beams of 11 ft. 9 in., and will incorporate offices, male and female toilets, central heating and essential services.

The location and the size of the factories will be:

Maesteg	25,000 sq. ft.
Merthyr	25,000 sq. ft.
Rhondda	10,000 sq. ft.
Fforestfach, Swansea	25,000 sq. ft.
Upper Swansea Valley (three factories)	
Abercrave	10,000 sq. ft.
Ynyscedwyn	10,000 sq. ft.
Ystalyfera	25,000 sq. ft.

Locations of the three factories in the Upper Swansea Valley were announced by Mr. George Darling, Minister of State, Board of Trade, in a Parliamentary answer on May 27.

This new programme follows upon the programmes announced in November 1964, and September 1965, which authorized the building of a total of twelve advance factories in Development Districts of Wales. Several of these factories have either been completed or are nearing completion, and some have already found their tenants. Although all these factories were scheduled originally as standard 10,000 sq. ft. units, it is worthy of note that in order to meet with tenants' requirements four have already been increased in size.

Government sponsored factory development in Wales is not confined to the advance factory programmes referred to above, and Government assistance is available in the Development Districts of Wales to the approved industrialist who wishes to establish new industry in the Principality. In recent months factories designed and built to the requirements of the tenants have been completed at Bethesda, Holyhead and Rhayader: others are in course of construction at Ammanford, Caernarvon and Welshpool, and a further four will shortly emerge from the design stage.

To the industrialist whose need for factory accommodation is immediate it may be of interest to learn that at Dafen, Llanelly, premises of 40,000 sq. ft. in floor area will fall vacant early in June. This factory is suitable to most types of medium and light industry and in addition to 30,000 sq. ft. of production space incorporates office accommodation, canteen facilities, male and female toilets and cloak rooms, and a separate boiler house to provide space heating.

Inquiries to Commercial Manager, Industrial Estates Management Corporation for Wales, Treforest Industrial Estate, Pontypridd, Glamorgan, or to The Controller, Board of Trade Office for Wales, Gabalfa, Cardiff.

New factory for West Hartlepool

SPECIALIZED ENGINEERING work which usually goes to the Midlands or the South will stay on Tees-side when a former RAF hospital at Graythorp, West Hartlepool, is opened shortly as an engineering design and manufacturing unit. The building, of 5,000 sq. ft., will house a new industry which may be the first of its kind for the area. Its business will be the design and manufacture of jigs, fixtures and special purpose machinery. In its early days the Graythorp factory will provide about 20 jobs, but adjoining land has been earmarked for possible expansion.

Du Pont's fourth plant in Northern Ireland

DU PONT COMPANY (United Kingdom) Limited announced on May 24 their decision to build, at Maydown, Co. Londonderry, a plant to manufacture Lycra elastomeric fibre. It will be the second British Plant for Du Pont textile fibres. The first, for Orlon acrylic fibre, was announced by the company in January. Both are at Maydown, where the United States company has two other plants, producing neoprene synthetic rubber and Hylene organic isocyanates. The Lycra plant is expected to be completed by the end of 1968, and will employ between 300 and 400 people.

German injection moulding factory for Northern Ireland

ALBERT STUBBE FIRMA of Vlotho and Kalldorf, Westphalia, German Federal Republic, is to take a 30,000 sq. ft. Northern Ireland Government-built factory at Portadown, Co. Armagh, to manufacture plastic injection moulding machines. The contract was signed by the Northern Ireland Minister of Commerce, Mr. Brian Faulkner, during a visit to West Germany. Production should begin this autumn.

This is the fourth German enterprise in Ulster and is a joint venture by Albert Stubbe and the Charterhouse Group Ltd., of London. Two hundred workers will be employed at the start. Markets will include the United Kingdom, EFTA countries, the British Commonwealth and the United States.

MONOPOLIES REPORT, *continued*

Trade and the Ross Group on December 21, 1965, the formal reference was made to the Monopolies Commission on February 3 and the report was received by the Board of Trade on May 2, 1966.

Following the reference to the Monopolies Commission, the Ross Group withdrew their offer to the stockholders of Associated Fisheries pending the Commission's Report.

This is the second report made by the Monopolies Commission following a reference to it by the Board of Trade under the Monopolies and Mergers Act, 1965. It is the first one which has recommended against a proposed merger.

Copies of the report (House of Commons paper (HC42)) are available from HMSO bookshops and normal trade outlets.

The Board of Trade announced on February 3, 1966, that they were referring the proposed acquisition by the Ross Group Ltd. of Associated Fisheries Ltd. to the Monopolies Commission.

Parliamentary Answers

Below is a selection of Parliamentary answers of interest to trade and industry

MONDAY, MAY 23

Development areas

Asked what areas of industrial estates in north Lanarkshire have still to be built upon; and what positions have been laid out for industrial development, Mr. Roy Mason, Minister of State, Board of Trade, said that the Board of Trade owned some 210 acres of land suitable for industrial development in north Lanarkshire. One hundred and forty acres of this was on the seven main industrial estates at Bellshill, Blantyre, Carfin, Chapelhall, Coatbridge, Larkhall and Newhouse; and the remainder on smaller sites.

Services for this land, where not already available, could be provided as development takes place.

Asked whether, in view of the fact that the second largest employers of labour in the city of Plymouth were retail traders who would have to reduce staff owing to the selective employment tax, he would designate Plymouth as a development area in order to attract more industries to Plymouth and therefore avoid unemployment, Mr. Douglas Jay, President of the Board of Trade, said that the economic circumstances of Plymouth did not justify including it in the proposed Development Areas.

TUESDAY, MAY 24

Monopolies Commission report on Fisheries merger

The President of the Board of Trade was asked for a statement on his conclusions following the report by the Monopolies Commission on the proposed merger between the Ross Group and Associated Fisheries Limited. He replied: 'Yes. The group of eight members of the Monopolies Commission who were appointed to investigate and report on this proposed merger found by a majority of 6—2 that it might be expected to operate against the public interest and accordingly should not be allowed. The report is being published today.

'I accept the majority view, and I am in communication with both companies.'

(*See also page* 1242 *for a summary of the Monopolies Commission report*).

Uniform Laws on International Sale of Goods

Asked what consideration he had given to the advantages to be obtained for United Kingdom traders by acceding to the Conventions relating to the Uniform Laws on International Sale of Goods and the Formation of Contracts for the International Sale of Goods which were drawn up at a diplomatic conference held at The Hague in April 1964; and if he would make a statement, the President said that the United Kingdom took a prominent part in the drafting of the Uniform Laws and had signed the Conventions. It was intended to introduce legislation at the earliest opportunity to enable the United Kingdom to ratify both Conventions.

Legislation affecting the film industry

Asked if he would make a statement about the Government's policy towards the future of legislation affecting the film industry, the President said: 'Yes. The provisions in the enactments governing the screen quota, the exhibitors' levy and the operations of the National Film Finance Corporation expire in 1967. I have decided that the right course would be to prolong existing legislation, with one or two minor amendments, until the end of 1970. A Bill will be introduced as soon as possible after the summer recess. This will hold the position and enable a full review of future films policy and legislation to be carried out in the light of the Monopolies Commission report on cinema films. As I said in reply to my hon. Friend, the Member for Wandsworth, Putney, on May 19, I expect to receive this report within the next two or three months.'

Local Employment Acts

The President was asked what was the total amount of assistance offered by way of factory building, loans and grants for industrial and business development in the Highlands and Islands for the year ended March 31, 1966, and the annual average for the past five years. He replied that the total amount of assistance offered under the Local Employment Acts for the Highlands and Islands for the year ended March 31, 1966, was £454,000. The annual average over the past five years was £304,000.

WEDNESDAY, MAY 25

Import duties on synthetic resins

Asked if he would review the import duties on synthetic resins with respect to the import duties on raw materials used for the manufacture of synthetic resins, Mr. Roy Mason said he did not consider that it would be advantageous to make changes in the import duties on synthetic resins and their raw materials pending the outcome of the Kennedy Round tariff negotiations in the GATT.

Trade through Cumberland ports

Asked if he would take steps to get more trade through the Cumberland ports Mr. Roy Mason said that the trade passing through these ports was determined by the facilities which they provided and the needs of exporters and importers in the areas served by them.

Advance factories

Asked if the President of the Board of Trade would allocate an advance factory to the Bannockburn, Cowie, Fallin and Plean areas, where all the mines and pits, on which the life of those villages depended, had, with one exception, closed down, Mr. Roy Mason answered that these places were not in a development district and the President could not consider building advance factories there.

THURSDAY, MAY 26

Credit facilities for Scottish firms

The President of the Board of Trade was asked what steps he had taken to release in conjunction with the Bank of England credit facilities for firms in North-east Scotland who engage in production and export. Mr. Roy Mason said that exporters in North-east Scotland would benefit from the improvements in ECGD guarantees to banks which were announced on March 8.

Safety at sea

Asked if he would introduce legislation to enable him to control the movement of British coastal shipping, in order to ensure that, in the interests of safety at sea, ships did not put to sea without adequate crews, Mr. Roy Mason replied that the Board of Trade already had powers to detain ships which were unsafe on account of under-manning or other causes.

Patents Office move

Asked whether, in view of the advantages from the point of view of economy, prestige, the availability of suitable clerical labour and the housing of transferred staff, he would move the Patents Office to a new or expanded town such as Swindon, Mr. George Darling, Minister of State, Board of Trade, replied that he expected the intended move of the Patents Office to Croydon, which he announced in a reply on February 10, to meet these considerations, and in addition that of greater accessibility from central London.

Investment incentives

The President was asked on what grounds he made concessions to the working party of the Confederation of British Industry regarding investment incentive allowances; and what other organizations had made representations on this subject. Mr. George Darling replied that the modifications which had been made in the investment grants scheme as a result of discussions with the CBI and other organizations were designed to improve the effectiveness and practical working of the scheme outlined in the White Paper on Investment Incentives (Cmnd. 2874). Representations about the scheme had been received from a large number of organizations concerned with industry and commerce.

Industrial design centre for Wales

Asked what progress had been made in establishing an industrial design centre for Wales in Cardiff, Mr. George Darling said: 'The CoID applied to me for an increased grant in 1966-67 to finance a Design Centre in Cardiff: owing to the need for economy in Government expenditure this could not be approved. I am, of course, ready to consider proposals for extensions of the Council's activities, in the light of their expected contribution to the standard of industrial design, and also in relation to other Government measures designed to improve industrial efficiency generally.'

FRIDAY, MAY 27

Advance factories in Wales

Asked whether he would indicate the location of the three advance factories allocated to the upper reaches of the Swansea Valley, Mr. George Darling said: 'One of these three factories, of 25,000 sq. ft., will be at Ystalyfera and the other two, of 10,000 sq. ft. each, at Ynyscedwyn and Abercrave. (*See page* 1243 *of this issue.*)

Industrial development certificates

Asked if he would relax the regulations relating to Board of Trade certificates in Bedfordshire in order to further development in this area and enable it to make its full contribution to the export drive, Mr. George Darling said that Bedfordshire was an area of general labour shortage. A relaxation of the i.d.c. regulations for the county would not be justified.

Discharge of oil by Japanese tanker

Asked what were the latest reports on the heavy discharge of oil into the sea by the Japanese tanker *Tokuyo Maru* off the Scilly Isles outside territorial waters; what harm had been done so far; whether he would ask the Navy to attempt to deal with the oil; and what steps he was taking to secure effective control of such discharges, Mr. Roy Mason said that HM Coastguard have reported that there were now no signs of oil in the area and that no harm had been caused so far. In these circumstances the third part of the question did not arise. The President had recently intensified his efforts to prevent discharges of oil near our coasts. The Secretary of State for Foreign Affairs had made representations to the Japanese Embassy who had said in reply that the Japanese Government were already making inquiries and had asked for additional information.

New Books

Government Organization and Economic Development. Papers and Proceedings of the Fourth Study Conference on Problems of Economic Development, Paris, September 7-11, 1964. Edited by Graeme C. Moodie for the Development Centre of the Organization for Economic Co-operation and Development. (300 pages. 21s., by post 22s., from HMSO and Government bookshops). Economic development, it is suggested in this book, involves more than having a Plan, borrowing or being given large sums of money from overseas, developing trade, and accepting technical assistance; it may also be necessary to pay more attention to governmental organization and the means whereby governments formulate and carry out their economic policies. While not claiming that the answer to developmental problems lies in organizational techniques or governmental structures, the contributors to the conference and to this book do say that outmoded procedures and institutions may impede development, and that a better understanding of the problems of development may be gained if they are looked at from the perspective of the demands they make and the effects they have on government organization. The papers are arranged in three main groups – those presenting practical experience of development, those dealing with problems in planning development, and those dealing with government organization in Greece, Yugoslavia, Portugal, Turkey and Spain.

Latin American Economic Integration: Experiences and Prospects, edited by Miguel S. Wionczek. (310 pages. Pall Mall Press, 56s.). This volume in the *Praeger series on international economics and development* was originally written in Spanish in 1964. It has now been revised and brought up to date by the editor to give the English-speaking reader a general survey of the main problems faced by the Latin American Free Trade Association (LAFTA) and the Central American Common Market (CACM), during the early years of their existence. The 19 essays included in the book are by leading economists of a dozen nationalities. They weigh the achievements of both integration schemes against their failures and outline major issues on which action must be taken by member countries to prevent LAFTA and CACM becoming merely preferential trading agreements. They consider that such regional programmes are particularly important at this time because of the growing trade deficit of the underdeveloped nations coupled with the inadequacy of foreign aid funds in covering the deficit. Most of the essays are devoted to LAFTA (twelve), and CACM (three), but in addition general questions of preferential trade, customs unions, economic co-operation, international financing and common markets are also discussed. The common factor for all these essays is their preoccupation with the stagnation of the economies of the underdeveloped world and the dissatisfaction felt by the contributors for the orthodox formulas for achieving sustained economic development. There is a brief bibliography of English language titles, but there is no general index.

Textbook on Foreign Exchange, by Paul Einzig. (252 pages. Macmillan, 25s.). Students and bankers have been, in the main, relying on books on this subject written before the war which, despite revision, were far from satisfactory in dealing with a topic which has so substantially changed. Dr. Einzig's book aims to satisfy the need for a post-war textbook on his subject. He emphasizes the 'support points mechanism' which has replaced the pre-war 'gold points mechanism' in maintaining the stability of exchanges. He deals also with arbitrage in all its aspects as well as analysing the important part now played by official intervention. Chapters are devoted to such practical matters as the Euro-dollar market, the inter-bank sterling market and exchange control while the book is completed by a chapter on foreign exchange theories, policies and the history of foreign exchange. The bibliography is short as it is confined to post-war publications, though it is probably more helpful because of this restriction. Two appendices are added, one an ABC of foreign exchange with brief definitions of the terms used and one giving a table of parities and support points as in January 1966.

Index of Marketing Trends – Trading Stamps in Great Britain 1966. (72 pages. Marketing Trends Ltd., 29 Marylebone Road, London, N.W.1; £15 15s.). This report contains the tabulated results of a consumer survey carried out during the first two weeks of April 1966 on a sample of 3,000 adults between the ages of 16 and 64 from England, Scotland and Wales. The principal objectives of this survey were to provide an up-to-date check on the progress of consumer participation in trading stamp promotions in Great Britain, and to go beyond the scope of some earlier inquiries by including 'all adults' as well as motorists and housewives. The tables are arranged in four sections. The first contains eight summary tables, dealing with all adults, all housewives, and all motorists. The second deals with all adults, with analyses by class, age, sex and region. The third deals with all housewives, with analyses by class, age and region, and the fourth with all motorists, with analyses by region. Only one page of commentary is given on the tables.

Industrial Research News. Centre for Industrial Development, United Nations. (Volume 1, No. 1, January 1966, costs 11s. 6d., by post 12s. 1d., from HMSO and Government bookshops). This new periodical is intended to disseminate information on 'the aims, organization, research programmes, needs, problems and achievements of industrial research institutes throughout the world; to keep institutes informed about current status and progress of industrial research projects; to acquaint governments, industry and other interested institutions with the scope of services rendered by institutes; to publicize the results of research; and to promote inter-institute co-operation by advising institutes of offers of, or requests for, technical assistance in industrial research problem-solving, the exchange of services or material and equipment, the interchange of personnel and other matters of mutual interest'. The first issue contains almost 20 articles, covering such topics as research projects being developed, men in research (a series of brief biographic sketches of men prominent in industrial research in various countries), scientific and technological information in the USSR, the role of industrial patents in the transfer of technology to developing countries, and an experiment in sponsored research in India.

Audio-Typing : A Study of the Work in One Large Organization, by Caroline Warne. (32 pages. National Institute of Industrial Psychology, 14 Welbeck Street, London, W.1. 6s. 6d. *Research report number* 19). This is a report of a survey undertaken at the request of a staff association of a Government department, and financed by a grant from the association and a grant from the Department of Scientific and Industrial Research. The Government department was replacing shorthand typists in its offices by 'audio-typists', i.e., copy typists trained to transcribe from tape-recorded dictation. The objects of the survey were to look for problems which might arise; to indicate common-sense methods of preventing these problems, and to identify and define problems calling for more intensive research. The report describes how the survey examined the nature of the work, the equipment, environmental conditions, hours of work, supervision, pay, recruitment, selection and training of typists and dictators, and medical aspects of the work.

Training of Training Officers. Introductory Courses. A Report by the Committee on the Training of Training Officers of the Ministry of Labour Central Training Council. (16 pages. 1s. 6d., by post 1s. 9d., from HMSO and Government bookshops). This report deals with introductory courses essentially of an interim nature, designed to meet the immediate need arising from the impact on industry of the provisions of the Industrial Training Act of 1964. The report discusses the function of the company training officer; the aim of introductory courses, their content and methods, length and form; the selection of suitable candidates; the procedure for obtaining local authorities' Education Department and Ministry of Labour approval for the courses; the location and number of courses; liaison between industry and colleges who propose to offer courses; assessment of the effectiveness of courses, and the need for the introductory courses to be followed by a period of practical experience and specialized courses appropriate to the individual student's needs. A summary of the committee's main recommendations is given.

Where the Job is Done. *A Consumer Council guide to the consumer organizations in the United Kingdom*, is available in two forms – a wall chart, measuring 20 in. by 30 in., and a desk card, measuring 7 in. by 12 in. The wall chart, together with one copy of the desk card, costs 2s. 6d.; the desk card is also available separately for 8d. Both the wall chart and the desk card list Government departments with responsibility for consumer affairs, grant aided organizations, self-financed organizations, and international bodies. They are available from the Consumer Council, 3 Cornwall Terrace, London, N.W.1.

Automation and its Application. (51 pages). **Capital Investment for Technological Development.** (40 pages). **The Factory – Profiting by Lower Costs.** (40 pages). (British Productivity Council, Vintry House, Queen Street Place, London, E.C.4. 6s. each). These three booklets are reprints of papers delivered at the Conference on Productivity, Technology and Change organized for the Industry '65 Exhibition at Earls Court. Speakers included industrialists, trades unionists and academics, mainly from Britain but with some overseas representation. Although uneven in quality as must be expected from papers delivered by some 18 speakers, the general approach is a practical one and most papers are provided with useful concrete examples.

Other publications

THESE ARE YOUR MARKETS. A Guide to Trading Conditions and Establishing a Business in Italy. 75 pages. Available free from the Public Relations Department, Westminster Bank Ltd., 41 Lothbury, London, E.C.2.

ECGD LOCAL ADDRESSES

The address of the Export Credits Guarantee Department is 59 Gresham Street, London, E.C.2 (Monarch 6699). The department has 16 local offices in various parts of the United Kingdom. A list is given on page 508 of the **Board of Trade Journal,** ***March*** **4, 1966.**

Government surplus sales by auction

MINISTRY OF DEFENCE

1966	Stores	Location	Auctioneers
June 9	**Radio and electrical equipment, miscellaneous stores.**	**No. 14 Maintenance Unit, RAF, Carlisle**	**Harrison & Hetherington Ltd. (Dept. L), Botchergate, Carlisle. (Tel. Carlisle 26292/3.)**

Radio and electrical equipment: Radio receivers types 88 and R1155L; radio cabinets; oscillators; oscilloscopes; indicators type CRT 2 and CRT 100; indicator units type 32; insulators; voltmeters; relay units type 185; contamination units; transmitters fuel; tachometers; transformers; signal generators; radar heads; electronic valves, etc.

Miscellaneous stores: Various aircraft instruments; motor transport and aircraft spares; Coventry Climax engine; test sets; oxygen sets; fan assemblies; machine and hand tools; various power units; pressure gauges; scrap batteries (lead and alkaline); fire extinguishers; 1,700 aircraft clocks; 66 watches GS; 150 stop watches; 1,600 pairs binoculars (6 x 30); large quantity of wooden boxes, cardboard containers and plywood cases; over 6,000 canvas sand bags; rack assemblies; CAV fuel injector pumps; power hacksaws; oil tanks; metal containers; wood and metal pallets; various paints; metal engine stands; leather wrist straps and large quantities of miscellaneous equipment.

June 16	**Machine tools, clothing and textiles, miscellaneous stores.**	**Ordnance Storage and Disposals Depot, Rotherwas, Hereford.**	**Russell, Baldwin & Bright (Dept. L), 20/21 King Street, Hereford. (Tel. Hereford 4366.)**

Machine tools: Smart & Brown 8 in. diameter swing centre lathes 400V and 8 in. diameter swing screwcutting lathe 400V; Southbend 9 in. and 10 in. diameter swing centre lathes; Pultra watchmaker's bench lathe 200V; Webster & Whitcombe watchmaker's lathe 400V; Wadkin pedestal type bandsaw sharpener 400/440V; Bradbury brake drum grinding and truing machine; Ransome portable flexible drive 6 in. grinding machine 240V; Wolf bench type valve grinding machine; Ransome 14 in. portable woodworking bandsaw 150/250V; electric motors, electric drills, grinding and polishing machines.

Clothing and textiles: Battle dress trousers and blouses; khaki and other greatcoats; denim overall blouses and trousers; ankle boots; shoes; rubber boots; khaki shirts; raincoats; leather jerkins; 2,800 white and coloured single and double blankets; tarpaulin sheets; marquee roof and side sections; scrap canvas; webbing haversacks and packs; groundsheets; tyres; woollen rags and scrap rubber; various carpets, rugs, etc.

Miscellaneous stores: 2 Ransome & Rapier mobile cranes, 2/3 tons Type M902 and 3/5 tons Type M1944, Morris engined; Liner concrete mixer; 12 solid fuel cooking ranges 72 in. double oven; 85 Onan, Coventry-Climax, Lister 3, 3½/4 and 15 kVA generators; 4 mobile searchlights; lifting trucks and jacks; welding sets; 54 wireless reception sets (R 107); wireless and electronic spares including capacitors, resistors, valves, etc.; photographic equipment; chain blocks; roller conveyors; 1,070 Desmo and Aerite foot tyre pumps; 2,700 metal 2 x 4 way pallets; MT spares; 2 tons steel sheets of various dimensions; 7,000 wooden boxes; 2,250 gallons various paints; 105,000 Vee jewels 2 mm.; 680 tubular stacking chairs; office, folding and other tables; iron bedsteads; wardrobes; bedside lockers; chests of drawers; office and domestic furniture; miscellaneous garden and workshop tools.

June 21 to 24	**Earth moving equipment, private and commercial vehicles including:**	**Ordnance Storage and Disposals Depot, Ruddington, Notts.**	**Walker, Walton & Hanson (Dept. L), Byard Lane, Bridlesmith Gate, Nottingham. (Tel. Nottingham 54272.)**

Trailers (10 cwts. to 50 tons); tippers, trucks; scrapers; cranes; breakdown trucks; low loading trailers; Thorneycroft 6-wheeled tractors (with fifth-wheel coupling); refuellers (100 to 2,500 gallons); Ford 'Consul', 'Prefect', 'Anglia' and 'Zephyr' saloons; Hillman 'Huskys'; Morris 'Minor 1000' and 'Mini Minor' saloons; Bedford 'Utilecons'; Standard Vanguard saloons; Austin 'Champs'; Land Rovers Series '86', '88' and '107'; Bedford, Commer and Morris commercial trucks (1 ton-5 tons); Thames trucks with winch; Bedford and Commer coaches (5 to 31 seaters); AEC 'Matadors'; Leyland 'Hippos'; forklift trucks; BSA and Triumph motor cycles; Austin 'Champs' radiators.

July 5	**Machine tools, industrial equipment, miscellaneous stores including:**	**Northern Command Ordnance Sub-Depot, Barlow, Nr. Selby, Yorks.**	**Bartle & Son (Dept. L), 50 and 52 Merrion Street, Leeds, 2. (Tel. Leeds 20898.)**

Smart & Brown SS and SC 9 in. diameter lathe; Denham SS and SC 14 in. diameter medium lathe; Fraser sliding, facing and screwcutting ½ in. lathe; Black & Decker portable electric drilling machine $\frac{5}{16}$ in. 240V; Pollard drilling machine 400/440V; English Electric and Metropolitan Vickers electric welding plants; Wolf grinding and buffing machine 240V; motor vehicle spares; AR 88 receiver spares; wooden boxes, crates and packing cases; electrical equipment and spares; clothing and textiles, etc.

Catalogues of the above sales may be obtained from the relevant auctioneers 14 days prior to the date of sale.

MINISTRY OF PUBLIC BUILDING AND WORKS

1966	Description of Goods	Location	Auctioneers
June 14	Office and miscellaneous furniture, engineering and electrical equipment, domestic and other equipment, etc.	Ministry of Public Building and Works, Supplies Division Store, Shed 10, Site 1, Kidbrooke Park Road, London, S.E.3.	Hollingsworths, 6 Snow Hill (2nd Floor), Holborn Viaduct, London, E.C.1. (Tel. City 1718 and 1828.)

Catalogues, price 6d., are obtainable from the auctioneers. View days: day preceding the sale and morning of the sale.

INDUSTRIAL ESTATES — THE ANSWER TO ECONOMIC EXPANSION

Board of Trade factories available now. For details apply to:

England
I.E.M.C. for England
Team Valley
Gateshead-on-Tyne 11

Scotland
I.E.M.C. for Scotland
3 Woodside Place
Glasgow C.3

Wales
I.E.M.C. for Wales
Treforest Industrial Estate
Pontypridd, Glam.

Northern Ireland
Ministry of Commerce, Northern Ireland
Chichester House,
64 Chichester Street
Belfast

Statistics

The economy: selected indicators

Series expressed as index numbers and seasonally adjusted except where otherwise shown

	GROSS DOMESTIC PRODUCT (expenditure estimates)	INDEX OF INDUSTRIAL PRODUCTION	CONSUMERS' INCOME AND EXPENDITURE				FIXED CAPITAL EXPENDITURE					CHANGES IN STOCKS			
			Personal disposable income	Total consumers' expenditure		Retail sales	Total	Selected components				Total	Selected components		
								Manufacturing industry	Distributive and service industries	Dwellings	Public sector excluding dwellings		Manufacturing industry	Wholesalers	Retailers
	at 1958 prices		at current prices		at 1958 prices	at 1961 prices	at 1958 prices					at 1958 prices			
Base of index	1958	1958	1958	1958	1958	1961	1958	1958	1958	1958	1958	series shown in £ million			
Value in base year, £m.	20,085	—	16,100	15,373	15,373	9,140	3,478	922	688	591	1,205				
1961	113	114	121	116	111	100	130	130	135	138	123	+319	+230	+36	+29
1962	114	115	127	123	114	100	129	119	131	142	125	+76	+33	+22	+14
1963	118	119	135	130	119	103	132	108	140	145	132	+177	+89	+29	+55
1964	124	128	144	139	123	106	153	121	163	184	151	+513	+332	+72	+47
1965	127	132	152	147	125	108	159	132	161	189	157	+311	+199	+19	+57
1964															
3rd quarter	124	128	146	139	123	106	155	121	171	184	153	+137	+77	+19	+17
4th quarter	126	130	147	143	125	107	159	128	170	189	156	+108	+50	+30	+15
1965															
1st quarter	128	132	150	146	127	108	160	138	161	191	158	+61	+49	—10	+12
2nd quarter	126	131	151	145	123	107	158	127	165	184	159	+95	+83	—5	+7
3rd quarter	127	132	153	148	124	108	156	131	152	187	155	+117	+71	+21	+20
4th quarter	129	133	155	151	126	109	161	130	164	195	157	+38	—4	+13	+18
1966															
1st quarter	..	133*	..	..	..	110	..	..	..	..	..	..	..	..	..
1965															
October	..	132	..	..	..	108	..	..	..	..	..	..	..	..	..
November	..	133	..	..	..	110	..	..	..	..	..	..	..	..	..
December	..	133	..	..	..	109	..	..	..	..	..	..	..	..	..
1966															
January	..	133*	..	..	..	110	..	..	..	..	..	..	..	..	..
February		132*				109									
March		133*				110									

	ORDERS		PRICES AND COSTS					LABOUR							
	Engineering industries: orders on hand	Textiles and clothing industries: orders on hand†	Index of retail prices		Wholesale price index: non-food manufacturing industry:		Hourly wage rates: all industries and workers†	Wholly unemployed excluding school leavers	Unfilled vacancies for adults			IMPORTS	EXPORTS	BALANCE OF PAYMENTS: current balance
			Index†	% change on year earlier	Basic materials and fuel used†	Manufactured products: home sales†		Mid-month or monthly average (seasonally adjusted)	Mid-month or monthly average†	Change from previous period†	Normal seasonal change	at current prices		
	at 1958 prices													
Base of index	Dec. 1958	Apr. 1959	Jan. 17, 1956 (Derived series from January 1963)		1954	1954	Jan. 31, 1956	series shown in thousands				1958	1958	series shown in £ million
Value in base year, £m.	..	..	—		—	—	—					3,836	3,250	
1961	122	104	114·5	+3·4	104·4	119·1	130·3	305	213	+1	..	119	117	—14
1962	117	100	119·3	+4·2	103·0	120·6	136·3	422	149	—64	..	121	120	+93
1963	136	117	121·7	+2·0	104·5	121·4	141·3	500	144	—5	..	130	130	+105
1964	162	124	125·7	+3·3	108·6	124·7	148·5	361	221	+77	..	148	136	—406
1965	165	121*	131·8	+4·9	110·6	129·5	157·9	309	265	+44	..	150	145	—136
1964														
3rd quarter	153	113	126·5	+4·3	108·6	125·0	149·4	359	242	+12	+6	148	134	—124
4th quarter	162	124	127·6	+4·5	109·9	126·3	150·9	330	228	—14	—34	149	139	—103
1965														
1st quarter	169	121	128·8	+4·5	109·7	128·3	153·8	306	233	+5	—5	143	141	—18
2nd quarter	166	127	132·0	+5·2	111·0	129·1	156·2	304	288	+55	+33	152	141	—70
3rd quarter	163	117	132·6	+4·8	110·5	129·9	159·9	321	284	—4	+6	153	147	—56
4th quarter	165	121*	133·5	+4·6	111·5	130·5	161·9	305	255	—29	—34	153	151	+8
1966														
1st quarter	164*	122*	134·4	+4·3	113·8*	131·3*	165·9	279	260	+5	—5	159	153	
1965														
October	165	121*	132·9	+4·8	111·1	130·2	161·0	309	265	—10	—12	151	146	
November	165	124*	133·5	+4·5	111·4	130·5	162·1	301	253	—12	—16	156	153	..
December	165	121*	134·1	+4·5	111·9	130·7	162·6	304	246	—7	—11	153	155	..
1966														
January	164*	122*	134·3	+4·4	113·0	130·9	165·0	285	245	—1	—1	158	146	..
February	165*	121*	134·4	+4·5	114·1*	131·2*	165·4	277	260	+15	+6	159	159	..
March	164*	122*	134·7	+4·3	114·3*	131·6*	167·2	274	274	+14	+10	158	153	..
April			136·3	+3·6	114·6*	131·8*	167·8	279	289	+15	+14	157	153	..
May								277*	295*	+6*	+9			

* Provisional. † Not seasonally adjusted.

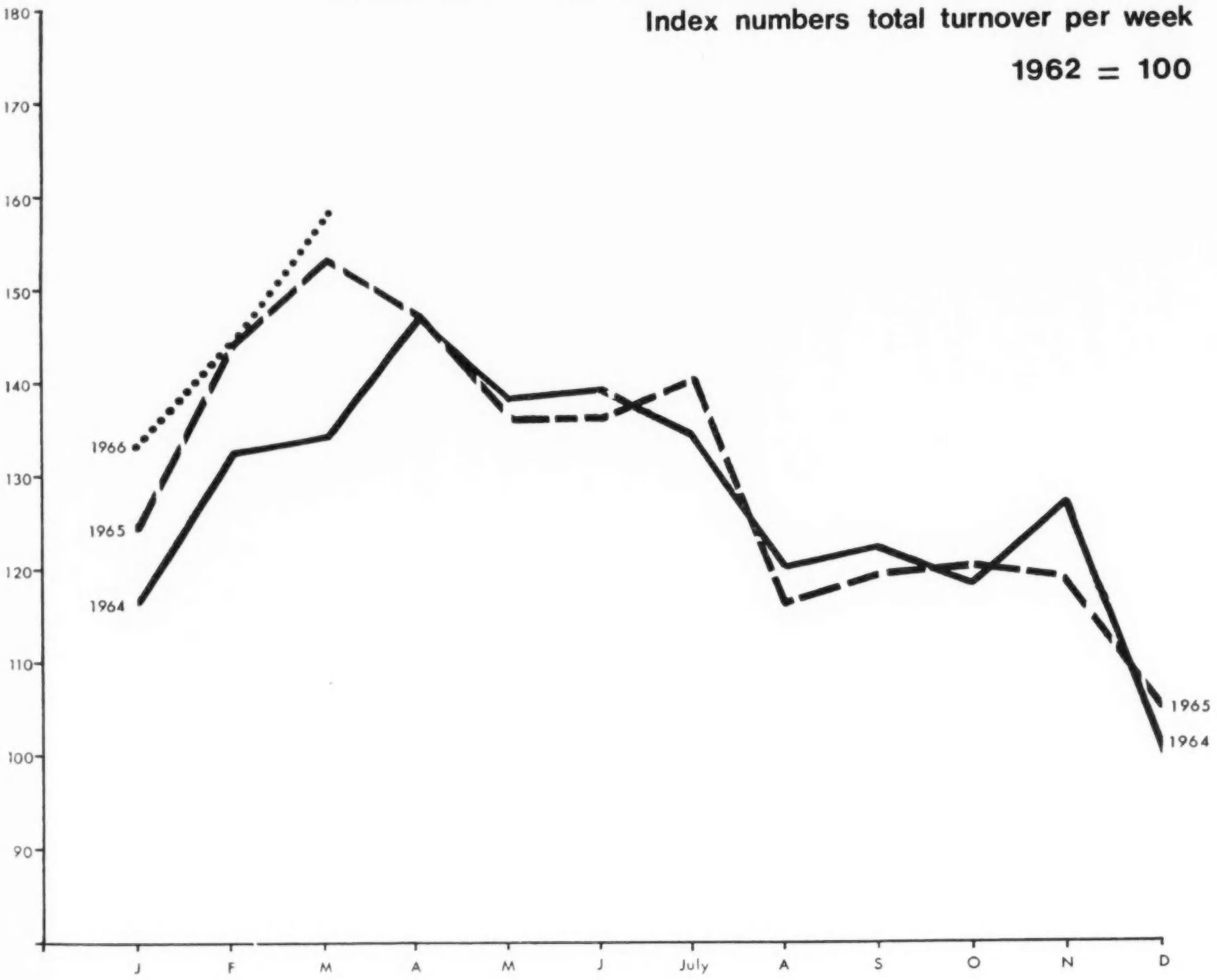
Turnover of the motor trades in March

THE TOTAL TURNOVER of the motor trades in March showed a small increase, 3 per cent, over March, 1965, and reached a record level. While movements for individual months may be irregular, turnover for the first quarter as a whole was also 3 per cent above the level a year earlier. There was little or no change in sales of new or secondhand vehicles, and almost the whole of the increase was accounted for by other sales and receipts (covering petrol, spares, etc. and repairs and servicing).

While sales of new motor vehicles in the first quarter were about the same as in the first quarter of 1965, this represented some improvement on the experience of the preceding quarters; in the third and fourth quarters of 1965 sales were 8 per cent below the level of the corresponding periods of 1964. A similar pattern appeared for sales of secondhand vehicles. The clear increase for other sales and receipts in the first quarter continued the steady year-to-year increases shown through all months of 1965.

As pointed out in the article introducing these series (*Board of Trade Journal*, September 24, 1965) the indices reflect changes in the value of sales at current prices and are, therefore, affected by changes in the price of goods and services provided by the motor trades.

TURNOVER IN THE MOTOR TRADES



Monthly Digest of Statistics

Prepared by the Central Statistical Office in collaboration with the Statistics Division of Government Departments, this digest is designed to provide industrialists and business executives with invaluable statistics relating to the economic situation in the United Kingdom. It contains a regular series of detailed statistics on a wide range of subjects which include the following: *Labour, Fuel and Power, External Trade, Wages and Prices, Industrial Production, Industrial Materials, Finance.*

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Government publications can be purchased from the Government Bookshops in London (post orders to P.O. Box 569 S.E.1), Edinburgh, Cardiff, Belfast, Manchester, Birmingham and Bristol, or through any bookseller.

HMSO

Turnover of the motor trades

Index numbers of turnover per week and percentage changes on a year earlier (a)

1962 = 100

Kind of business (Turnover in 1962 £ million)		Year	1st qtr.	2nd qtr.	3rd qtr.	4th qtr.	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
TOTAL TURNOVER (£2,979 million)	1963	112	105	125	113	104	89	101	121	124	132	120	124	110	107	112	112	92
	1964	127	128	141	125	114	116	132	134	147	138	139	134	120	122	118	127	100
	1965	130	141	140	125	114	124	144	153	147	136	136	140	116	119	120	119	105
	1966	146(b)	146				133	144	158									
	1965	+2	+11	—1	Nil	Nil	+7	+9	+14	Nil	—1	—2	+4	—3	—2	+2	—6	+5
	1966	+3(b)	+3				+7	Nil	+3									
ANALYSIS OF TURNOVER:																		
Sales of new motor vehicles (£1,119 million)	1963	119	116	142	114	106	96	111	136	145	153	130	132	104	107	118	115	89
	1964	143	154	167	132	118	136	158	166	185	157	160	148	122	128	123	142	95
	1965	138	172	151	122	109	144	176	192	165	142	147	149	105	113	116	117	96
	1966	173(b)	173				155	166	192									
	1965	—3	+12	—9	—8	—8	+6	+11	+15	—11	—9	—8	+1	—14	—12	—6	—17	+1
	1966	Nil(b)	Nil				+7	—6	Nil									
Sales of secondhand motor vehicles (£568 million)	1963	108	103	127	111	93	72	97	132	127	137	119	124	111	100	103	104	75
	1964	120	124	142	118	96	104	135	132	145	146	136	130	114	113	105	111	75
	1965	119	132	142	110	93	107	138	148	162	142	126	127	104	102	105	98	79
	1966	135(b)	135				111	138	151									
	1965	Nil	+6	Nil	—7	—3	+3	+2	+12	+12	—3	—7	—2	—9	—9	Nil	—12	—4
	1966	+2(b)	+2				+4	Nil	+2									
All other sales and receipts (£1,292 million)	1963	107	96	110	113	108	90	95	103	106	112	112	117	114	110	111	112	103
	1964	116	106	118	122	118	104	109	106	114	118	122	124	121	121	119	120	115
	1965	127	118	129	133	128	115	119	121	126	129	131	137	130	132	131	131	124
	1966	128(b)	128				124	126	132									
	1965	+10	+12	+9	+9	+9	+11	+10	+14	+10	+9	+7	+11	+7	+9	+11	+9	+8
	1966	+8(b)	+8				+8	+6	+9									

(a) The periods covered by the index numbers consist of either four or five weeks, each quarter being divided into three 'monthly' periods of four, four and five weeks respectively. The period covered by March 1966 turnover was the five weeks from Febuary 27, 1966, to April 2, 1966; the corresponding period in 1965 was from February 28, 1965, to April 3, 1965.
(b) Cumulative figures for January to February compared with corresponding period of 1965.

Registrations of British and foreign films

The following are details of films registered by the Board of Trade under the Films Acts 1960 and 1964, during the week ended Friday, May 27, 1966.
Where the title appears in italics the film forms part of a series. Br/E indicates that the film is a British quota film.

Title of film	Registered No.	Playing Time Minutes	Date of Registration	Registered in the name of	Maker's name
				BRITISH	
The Fight of the Century	Br/E 31289	21	May 23	Rank Film Distributors Ltd.	Rank Film Distributors Ltd.
Look at Life Series 29:					
Space for Adventure	Br/E 31290	9	May 23	,, ,,	,, ,,
The Wrong Box	Br/E 31291	110	May 23	Columbia Pictures Corp Ltd.	Salamander Film Productions Ltd.
Condor I	Br/E 31292	9	May 23	Monarch Film Corp. Ltd.	Derek Stewart
The Norman Conquest in the Bayeux Tapestry	Br/E 31293	25	May 23	Talking Pictures Ltd.	Talking Pictures Ltd.
Pathe Pictorial Series 586/598:					
Pathe Pictorial No. 596	Br/E 31295	8	May 25	Warner Pathe Distributors Ltd.	Associated British Pathe Ltd.
Pathe Pictorial No. 597	Br/E 31296	8	May 25	,, ,,	,, ,,
Pathe News 66-41	Br/E 30957	7	May 27	,, ,,	,, ,,
Pathe News 66-42	Br/E 30958	7	May 27	,, ,,	,, ,,
Movietone News 1928	Br/E 30871	9	May 27	Twentieth Century Fox Film Co. Ltd.	British Movietonews Ltd.
Movietone News 1928A	Br/E 30872	8	May 27	,, ,,	,, ,,
				FOREIGN	
Woman in White (Journal d'une Femme en Blanc)	F 31288	110	May 23	Gala Films Distributors Ltd.	Sopac and S.N.K.G., Paris and Arco Film, Rome
The Trouble with Angels	F 31294	111	May 24	Columbia Pictures Corp. Ltd.	Columbia Pictures Corp.
The Human Zoo (Clap Vocalism)	F 31297	2	May 25	Connoisseur Films Ltd.	Kuri Jikken Manga Kobo, Tokyo
Love	F 31298	4	May 25	,, ,,	,, ,,
A Place in the Sun	F 31299	6	May 25	,, ,,	Studio of Animated Films, Prague.
The Overdone Steak (Un Steack trop cuit)	F 31300	19	May 25	,, ,,	Les Productions Georges de Beauregard, Paris.
Une Histoire d'Eau	F 31301	12	May 25	,, ,,	Les Films de la Pleiade, Paris.
In the Depths of the Human Body (Corps Profond)	F 31302	21	May 25	,, ,,	Delpire Productions, Paris.
Insomnie	F 31303	15	May 25	,, ,,	C.A.P.A.C., Paris.
The Bell (La Cloche)	F 31304	15	May 25	,, ,,	Films de la Colombe, Paris.
Rhinoceros	F 31305	10	May 25	,, ,,	Lux Film Production, Munich.
Fists in the Pocket (I Pugni in Tasca)	F 31306	113	May 25	,, ,,	Doria Cinematografica s.r.l., Rome.
The Exterminators	F 31307	95	May 26	Miracle Films Ltd.	Comptoir Francais du Film Production, Paris.
Revenge of the Blood Beast	F 31308	75	May 26	,, ,,	Paul Maslansky, Rome.

AMENDMENTS TO THE REGISTER:
The tilte of the film 'His Women, Her Man' (F 31227) registered on April 19, 1966, has been amended to 'Beautiful but Dangerous'.

CATALOGUES OF GOVERNMENT PUBLICATIONS

Her Majesty's Stationery Office offer their customers a comprehensive catalogue service which will enable them to judge whether any other titles in the vast output of Government Publications would help them in their work or leisure. Full information about this service can be obtained by sending a postcard to Publicity Section, Her Majesty's Stationery Office, Room D.74, Atlantic House, Holborn Viaduct, London, E.C.1, asking for the CATALOGUE SERVICE LEAFLET.

New look for the 'Ministry of Labour Gazette'

THE *Ministry of Labour Gazette* was published on May 26 in a new format, with improved design and layout, and with the contents rearranged and enlarged.

'The aim of the new-style *Gazette*,' stated Mr. Ray Gunter, Minister of Labour, in a foreword, 'will be to provide informed comment and a balanced assessment of major aspects of manpower and associated questions. It will, I hope, provide a forum for wider consideration of these topics and an opportunity for debating the problems which they present.

'For more than 70 years,' Mr. Gunter writes, 'the *Gazette* has been an authoritative source of information and statistics about labour and industrial matters in the United Kingdom and overseas. Change is occurring all around us. In industry new methods are being introduced, demanding new skills, new techniques, new thoughts and ideas. With it there is an ever-increasing demand for more and more detailed information about these changes. To satisfy this demand statistics are taking on a greatly expanding rôle with an emphasis on refinement and sophistication. But not everyone has time to digest and appreciate the mass of new material which is being produced on every facet of national industrial and economic life.

'It is to meet this need for a comprehensive digest of essential statistics, and for an authoritative review of the latest trends in industrial and labour matters, that my department has recast the *Gazette*, giving it an up-to-date layout and presenting it in a more attractive form.

A number of important changes have been incorporated in the new-style *Gazette* besides the new format designed by the Layout Section of HMSO. One is the introduction of special articles, which will be analytical and descriptive in character, dealing with one or more important questions, and also with the wider rôle of the Ministry under the National Plan.

In the first issue these special articles cover such subjects as attitudes of workers and managements to efficiency in industry, plans for new and improved facilities at industrial rehabilitation units run by the Ministry of Labour, and the methods by which a new quarterly series of total employment will be calculated.

The principal statistics compiled by the Ministry of Labour are being presented in the form of a time series going back for a period of years, and including a number of new tables and charts, which will enable changes to be seen.

The price of the 'new-look' *Gazette* is 5s. per copy. Annual subscription is £3 7s., including postage.

Economic Trends—May 1966 trade investments of quoted companies

ADDITIONAL INFORMATION about the growth of inter-relationships within industry can be obtained from an article by the Board of Trade in the current issue of *Economic Trends*, published on Thursday, May 26 (HMSO, price 7s.). The article outlines the nature and extent of trade investments by quoted companies included in the Board of Trade regular analysis of company finance. Trade investments are here defined as holdings in companies with which the investing company has a continuing association, which do not amount to a controlling interest but which are not held as liquid resources. (An earlier article, in the November 1965 issue of *Economic Trends*, showed expenditure by companies on acquiring a controlling interest in other companies. The first part of the latest article consists of a general analysis of the magnitude and distribution of trade investments, and the second part consists of detailed lists of trade investments held by individual companies for which particulars are readily available.

INDEX OF REGULAR STATISTICS

When did the Board of Trade Journal *last publish an article on the chemical industry? Which issue gives the latest figures on United Kingdom overseas trade, engineering production, hire purchase, wholesale prices, etc.?*

Readers are reminded that an index of the date on which all regular statistical articles were last published appears each week at the end of the JOURNAL.

British film fund agency

THE BRITISH Film Fund Agency has published the following information for the five weeks ended April 30, 1966:

Distributors' earnings submitted.		
High cost films	£1,168,261	
Low cost films:		
Eligible (after multiplying by 2½)	£32,953	
Not eligible for 2½ times rental	£2,060	
		£1,203,274
Films of less than 3,000 feet (after multiplying by 2½)		£71,450
		£1,274,724
Levy collections paid to Agency by HM Customs and Excise to May 16, 1966, together with an estimate of collections approximately covering entertainments for the five weeks ended April 30, 1966		£556,800

The sixth interim allocation for the ninth distribution period will be at the rate of 52 per cent.

Production of man-made fibres in April

TOTAL PRODUCTION by weight of man-made fibres in April was 6 per cent more than in April 1965. Within the total, continuous filament showed an increase of 13 per cent and staple fibre an increase of 1 per cent.

(million lb. 'Delivered weight' basis)

	Continuous filament (singles)	Staple fibre	Total
1962 (quarterly average)	72·7	84·1	156·8
1963 (quarterly average)	82·6	97·2	179·8
1964 (quarterly average)	94·5	111·8	206·3
1965 (quarterly average)	99·1	116·4	215·5
1964 4th quarter	101·2	122·4	223·6
1965 1st quarter	102·9	122·8	225·8
1965 4th quarter	98·8	116·2	215·0
1966 1st quarter	108·1	120·5	228·6
1965 February	32·9	38·5	71·4
March	35·2	43·0	78·2
April	32·1	38·8	70·9
1966 February	34·4	37·9	72·3
March	39·7	44·8	84·5
April	36·2	39·1	75·3

Business Monitor: Production Series

THE FOLLOWING TITLES and issues of Business Monitor Production Series are now available and copies may be obtained by annual subscription from HM Stationery Office, PO Box 569, London, S.E.1.

Monthly at £1 a year, post free:

Paper and Film Bags for January 1966.
Locomotives for February 1966
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Quarterly at 7s. 6d. a year, post free:

Newspapers for October-December 1965
Carpets and Rugs for December 1965-*February* 1966
Linen for January-March 1966
Safety Razor Sets and Blades for January-March 1966

HINTS TO BUSINESSMEN

THE 'Hints to Business Men' series of booklets, covering over 100 individual countries, provides useful information on such subjects as travel, hotels, climate, currency, public holidays, population, industries, economic factors, and summarizes the nature and extent of imports and exports. Copies may be obtained free of charge by British businessmen who intend visiting any country on export business, on application to Room F57, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. City 5757, Ext. 7146).

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Licensing abroad. We can help in the search for foreign firms who might make your product under licence: this way you can make extra profits.

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Exhibitions and Fairs

London conference to introduce the British Week, Toronto

DESCRIBED AS THE 'biggest opportunity that British consumer goods manufacturers have ever had to win an increasing share of the Canadian market', the British Week in Toronto, which takes place from October 12 to 21, 1967, was introduced to over 200 representatives of industry and the press at a conference at the Charing Cross Hotel, London, on May 26.

In his opening speech the chairman, Sir Ralph Perring, said that the massive promotional support that would be built up over the next 18 months would provide the most favourable climate for selling British goods, both for companies already successfully exporting to Canada and also for those new to this vast potential market.

The British Week in Toronto would be the culminating event in our three-prong attack during Canada's Centennial Year, and would follow our participation in the National Industrial Production Show, where British industrial machinery would fill the whole of the 100,000 sq. ft. automotive pavilion, and the Vancouver International Exhibition in which British exhibits would include both capital and some consumer goods.

The British Week was a major Government-backed promotion of consumer and consumer-durable goods, aimed at developing sales through all possible retail outlets. It was organized by the Board of Trade in association with the Committee for Exports to Canada and the British Trade Commission in Toronto, with strong support from organizations such as the British Canadian Trade Association. As one of a series of British Weeks, its organizers were able to draw upon experience gained from previous promotions at Amsterdam, Milan and Hong Kong.

Toronto had been chosen as the site for this great effort because of its position as the commercial centre of Ontario Province – the ideal test market for Canada. Of the 20 million Canadian population, nearly 7 million lived in Toronto, and of these 2·8 million lived within 50 miles of Toronto itself. There were some 14,000 retail establishments within the city itself, and 143 shopping centres, apart from the 15 well-known departmental stores.

Mr. Derek Pritchard, a deputy chairman of BNEC, paid tribute to the work of the 'dedicated team of experts' who organized an event of this size, and to the spirit of partnership that existed between industry and Government, which, he said, finally disposed of all suggestion of complacency about our will to export. Mr. Pritchard said that it was impossible to give more than an indication of all that a British Week could do, or of the fantastic enthusiasm which it aroused not only among our own salesmen but also among the people who lived where one was mounted. Some measure of the growing success of British Weeks might be gauged from the fact that approximately 400 British manufacturers took part at the first British Week at Dusseldorf, 600 in Denmark, 800 at Amsterdam, and over 1,000 at Milan. It was now known that sales of consumer goods to Denmark had risen considerably during the year following the British Week in that country, and in Holland last year the effect of the Amsterdam Week was to increase sales of consumer goods, despite the fact that those of capital goods had shown a decrease. In Hong Kong, where an engineering exhibition was held at the same time as the British Week, sales so far have been estimated at over £3 million. 'British Weeks sell', said Mr. Pritchard. 'The British Week idea is still unique in Britain, and when mounted on the scale that we are talking about today a British Week is a terrific promotional effort for British consumer goods.'

Mr. Roy Mason, Minister of State, Board of Trade (centre) with Lord Tweedsmuir (left) and Sir Ralph Perring (right) at the British Week Toronto Conference in London on May 26.

Lord Tweedsmuir, chairman of the Canadian section of the London Chamber of Commerce, referred to the fact that no less than one-third of the people of Canada were under 16 years old. These people, he said, would affect the market during the next few years through buying habits that they acquired now. Where taste and preference were concerned there was now a growing Canadian identity which was neither British nor American. Exporters should remember that they were selling to people and not to places. There was also a large immigrant population from Britain, Italy, Germany, Portugal, Greece and France. British exporters however enjoyed every practical advantages in selling to people who were not foreigners, and who spoke the same language, in a climate of goodwill towards Britain. The Ontario Government had gone to great lengths to adjust the anti-dumping duties to help us.

The eagerness shown by the people of Toronto to do all that they could to help was stressed by Mr. Geoffrey Jackson, Principal Trade Commissioner in Toronto. The civic authorities, he said, had 'turned themselves inside out' to give assistance and suggestions.

Mr. Jackson said that there were signs of a very genuine upward trend in British exports to Canada. The figures for October to March this year showed an increase of 25 per cent over those of the same period in 1964/65. 'One swallow', he said 'does not make a summer, but it is an indication of the end of the winter.' There was also a very real change in the attitude of British exporters to the Canadian market. This was shown by the hard work done by individual British businessmen, as well as by the co-operation of bodies like CECAN and Government officials, and by increasing numbers of export missions and personal business visits to Canada.

Mr. Jackson drew attention to the fine samples display accommodation that had been made available by the British Canadian Trade Association, where it was hoped to give fortnightly displays of British goods. More than 600 Canadian industrialists and their agents would be meeting Sir Ralph Perring when he visited Toronto next month.

A speech by Mr. Roy Mason, Minister of State, Board of Trade, whose arrival at the conference was delayed, was read by Mr. Arthur Savage, director of British Weeks. Mr. Mason referred to the visit of the President to Canada, and to the fact that he would be addressing the Canadian Club in Ottawa and the British Canadian Trade Association, and would meet Canadian Ministers. 'This serves to demonstrate', he said, 'how much importance we attach to Canada as a market for British goods.' Mr. Mason referred to the 'very happy association' between the Government and the Committee for Exports to Canada in putting on the British Week, and added that we were fully resolved that – with the help of the great local co-operation that we had been promised – the British Week in Toronto would be the biggest and best of the series.

(The President's speech in Canada is reported on pages 1236 *and* 1237.*)*

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British exhibitors gratified with Northwest Canadian Trade Fair

THE Northwest Canadian Trade Fair held in Edmonton, the capital of the Province of Alberta, Canada, from May 2-7, is the only annual general trade fair in Canada west of Toronto. Although British goods have been displayed every year, the only previous official British participation was a token display in the first year in 1963. This year it was decided that official British participation should be on a substantial scale. The British Government Office in Edmonton rented a separate display bay and allocated booths to Canadian distributors of British goods.

This effort was enhanced when the British High Commissioner, Sir Henry Lintott, officially opened the Fair with a speech on Canadian/British trade, before a large audience of leading Albertan dignitaries, officials and businessmen. The British envoy, accompanied by provincial government and civic officials and businessmen, travelled to the Fair from the centre of the city in a Daimler-Duple bus. This bus was the first of 28 ordered by the city of Edmonton and was the biggest single exhibit at the Fair.

Members of the Tyneside Chamber of Commerce Mission to the Prairie Provinces were in Edmonton during the first two days of the Fair. They attended a Purchasing Agents' Luncheon on the second day, toured the Fair and were guests at a Chamber of Commerce reception and dinner in the evening. In addition, two other visiting British businessmen, whose goods were on display in the British section, joined in these activities.

Apart from Britain, other overseas countries with official displays were West Germany and Belgium, and there was also an exhibit by the Japanese Trade Centre. Canadian and United States goods were also there. However, Britain's display dominated the show. That section consisted of individual booths showing a wide variety of British goods:– cheeses; canned vegetables and pies; biscuits; chinaware; glassware; brassware; plated glassware; infra-red electric grills; motor cycles and accessories; motor cars; telephone and telecommunications equipment; drills, taps, dies, vices, planes, hacksaws, etc.; woodworking and metal working machine tools; electric generators. There was also an attractive travel booth designed by Cunard which incorporated displays by BOAC and British Railways. These were supplemented by an official Hovercraft booth, displaying a working and a static model and photographs and posters. Films of Hovercraft were also shown, and the complete show was a great attraction.

In addition to the displays in the British section, British goods were shown elsewhere in the Fair and, apart from the Daimler-Duple bus, included agricultural tractors, diesel engines and generators, lathes, transfer type lettering and motor cars. The British Government Office had an information stand to deal with inquiries and there were posters, picture sets, etc., demonstrating Britain's industrial and commercial progress.

The Trade Fair was attended by over 40,000 visitors and was regarded as most successful. Exhibitors of British goods generally were gratified with the results of their participation and many reported direct sales and orders. Certainly the British effort attracted a considerable amount of favourable opinion and clearly demonstrated Britain's interest in the Alberta market.

At a luncheon given by his firm's Canadian representatives, Canadian Schenley Distilleries Ltd., Montreal, Mr. J. Melrose Smibert (second from right), managing director of W. A. Ross & Brother Ltd., of Leith, was presented with an official photograph of HMCS Trillium, the Corvette in which he served during World War II. The presentation pictured here was made by Mr. George D. Kuhn, President of Schenleys (second from left) to mark the conclusion of Mr. Smibert's recent cross-Canada tour – by no means his first – promoting Ross's wide range of fine liqueurs. Also in the picture: Mr. J. Roy Firth (left), general manager (Imports) of Schenleys and Mr. V. F. Kimber, British Trade Commissioner, Montreal.

Varied selection of British goods at Valencia International Samples Fair

A report from the British Consulate, Valencia

THE 44th International Samples Fair at Valencia was inaugurated on May 1 and closed on May 15, after its usual successful run. The Minister for Commerce was unable to be present at the opening ceremony but he was represented by the Under Secretary accompanied by the Director General for Commercial Expansion. In the opening speeches reference was made to next year's celebrations to commemorate the Fair's 50th anniversary since the first one was held in 1917.

Once again it was obvious that the present site, covering some 100,000 sq. metres is by no means sufficiently large and many would-be exhibitors have been turned back. A new site, extending over some 200,000 sq. metres has now been purchased outside the town where a further 150,000 sq. metres may be used if required, but the new location will not be ready for use until 1968.

The Valencia Fair has undoubtedly become more important in recent years and Spain's industrial growth is attracting numerous foreign and national exhibitors. The neighbouring coastal provinces of Castellon and Alicante, are also industrially minded and it is no secret that their authorities are also endeavouring to obtain official facilities for expansion which have been granted to other less suitable zones.

British goods exhibited were quite varied and covered agricultural and industrial machinery, machine tools and different types of electrical, printing and other equipment. Since they were widely disseminated amongst others in the different stands, it is not easy to assess their individual success but it is worth bearing in mind that this area has been linked with the United Kingdom for many years and that British goods have always been considered reliable.

The motor vehicles section has expanded sensationally and this year 480 foreign touring cars were shown – since participation represents an eventual import licence it is the only way of entering a practically closed market for foreign cars. British cars were well to the fore and included the latest Rolls-Royce and Ford Zodiac models.

As customary, one day was dedicated to each foreign country participating in the Fair. Sir Alan M. Williams, KCMG, recently appointed HM Ambassador in Madrid, accompanied by Mr. Denzil Dunnett, OBE, the Commercial Counsellor, gave lustre to Great Britain Day held on May 6, by being present at the official acts and at a luncheon offered by the new Valencia Centre of the British Chamber of Commerce for Spain. This Centre – there are others at Madrid, Barcelona and Bilbao – has been well received and should serve a useful purpose.

The Central Office of Information provided an attractive stand which was enhanced by a number of exhibits loaned by the local agents for some British firms.

BRITISH OVERSEAS FAIRS LTD.

British Overseas Fairs Ltd., the branch of C.B.I. which organizes British participation in exhibitions in various parts of the world, in consultation with the Board of Trade, is at 21 *Tothill Street, London, S.W.*1. *(Tel. Abbey* 6376).

BRITISH WEEK IN LYONS

21 – 30 October 1966

A great point-of-sale promotion for British consumer goods

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Export Services Branch, Board of Trade, Hillgate House, 35, Old Bailey, London, E.C.4.

Export Council for Europe, 27, Northumberland Avenue, London, W.C.2

Commercial Department, British Embassy, 35, Rue du Faubourg St. Honore, Paris 8e.

British Week Office, 24, Rue Childebert, Lyon 2e.

Strong British participation at the 1966 Hanover Fair

A report from the British Consulate-General, Hamburg.

THE 1966 HANOVER FAIR – the 20th since its inception in 1947 – attracted 5,931 exhibitors from 30 different countries, including 170 British. Once again the fair demonstrated its position as a leading world exhibition, not only for capital goods, but this year it also enhanced its reputation as a suitable centre for the display of consumer goods, particularly china and ceramics, jewellery, silverware and cutlery.

The fair was officially opened on April 29, in the Hanover City Hall, by Dr. Lübke, the German Federal President, who, in reviewing the development of the fair over the past 20 years, stressed the value Germany placed in increasing her trade with those countries outside the Common Market, despite discriminatory tariffs imposed by the Treaty of Rome. Other speakers were Dr. Reiners, president of the German Machine Builders' Association; the president of the Liaison Office of the European Metal Working Industries (Orgalime), Mr. Ericsson from Sweden on behalf of the International Exhibitors, and the chairman of the Supervisory Board of the Hanover Fair, Finanzminister Alfred Kubel of the Government of Lower Saxony.

The tone of the Hanover Fair this year was perhaps not as buoyant and optimistic as in previous years, no doubt due to the rather cautious note current in German markets, and tighter credit restrictions. Although the number of exhibitors was slightly less than in past years – as was the number of visitors to the fair – British exhibitors almost without exception expressed themselves highly satisfied with the results achieved. The majority received visits from important numbers of representatives from other foreign countries (one British exhibitor alone was visited by representatives from 18 foreign countries), and in addition were able to renew their contacts and improve their relations with German firms.

This year the Board of Trade again sponsored joint ventures by British trade associations. These were four:

(a) **The British Electrical and Allied Manufacturers' Association (BEAMA)** produced a joint venture in two sections in separate halls. In the first section, five firms displayed their products, including switches, transformers, controls and relays. This was the third time that this section of BEAMA had exhibited at the Hanover Fair, and although their site was not the most suitable (they would have preferred to be in closer proximity to their foreign competitors in an adjoining hall) satisfactory results were reported. It is hoped that the association will eventually be able to obtain a better situation for this section of their venture although space at Hanover Fair is still an acute problem.

In the second section (also a joint venture for the second year), which was devoted to electronic components, a further five members of BEAMA participated successfully.

(b) **The National Council of Building Material Producers** took part as a joint venture for the first time at the Hanover Fair. Ten firms collaborated in the joint venture, and the exhibitors were kept busy and received many serious inquiries. All firms appeared to be satisfied, and two said that they hoped to be able to exhibit independently (if space became obtainable) at next year's fair.

(c) The **Stationers' Association of Great Britain and Ireland,** exhibiting for the fourth year, had seven collaborating firms, most of whom were highly pleased with the volume of inquiries and business achieved.

(d) The remaining joint venture was that of the **Association of Hydraulic Equipment Manufacturers Ltd.,** whose stand displayed technical and engineering books. Members of the association were present for the duration of the fair to give information on behalf of their members and to make contacts.

The ten British manufacturers collaborating in the Electronics Components Centre (Great Britain) Ltd., which was exhibited at Hanover for a number of years, were all kept busy answering numerous inquiries, and making new contacts at their stands.

The Official British Commercial Information Office located in the International Centre was fully occupied throughout the fair. Of the many inquiries received, 63 are being followed up through Export Services Branch and British Embassies in Bonn and in 17 other countries. For the first time a Telex machine was installed at the stand, facilitating the transmission of urgent requests, and furnishing detailed information for visiting businessmen. The stand itself, which was attractive and representative, displaying exhibits of British porcelain, bone china, cutlery and silverware as well as photographs of British engineering and manufacturing processes, aroused much favourable comment. Representatives of the Northern Ireland Government were highly pleased by the serious inquiries received at the stand, some of which may well lead to investment in Ulster.

Among the general exhibitors representatives of British diesel engine and gas turbine manufacturers were more than satisfied with the interest shown in their products, particularly on the part of German firms.

British firms were prominent in the display of electronic and electrical equipment.

Exhibitors of British porcelain and earthenware, whose stands are always popular at Hanover, had an exceptionally good fair. One exhibitor achieved a 200 per cent increase over orders taken at last year's fair. On the whole, jewellery and fancy goods manufacturers also were satisfied with the results of their participation, and one exhibitor said that he had done more business with Switzerland at the fair this year than he had achieved in the whole of 1965.

In the open-air displays two important British manufacturers of fork lift trucks and front- and side-loaders demonstrated machines which have no equal in Germany.

German agents for British dumpers, earth moving equipment, and excavators stressed the value of exhibiting at the Hanover Fair in order to maintain contacts and reported that business for their principals remained steady, although they found the effect of the EEC tariffs was making it increasingly difficult to compete in the German market. Conversely, numerous inquirers from EFTA countries showed great interest in the possibility of purchasing from the United Kingdom rather than from EEC countries.

Among important visitors to the fair, Mr. Fred Mulley, Minister of Aviation, visited a number of British stands, as did Sir Frank Roberts, British Ambassador to Germany, and also Mr. S. L. Edwards, HM Minister (Economic) of the British Embassy in Bonn. Mr. D. W. Hennessy, HM Consul-General at Hanover, and Mr. J. Dawson, HM Consul (Commercial) at Hamburg, accompanied the visitors, and members of the British team from the Official Information Office also visited every British exhibitor.

To sum up, British exhibitors once again found participation at the 1966 Hanover Fair to be an invaluable means to maintain close contact with their associates in Germany, but, equally important, enabled them to make contacts and to establish new and potentially valuable sources for new business.

Sir Frank Roberts (left), British Ambassador to the Federal Republic of Germany, discussing the Plessey Dynamics Group exhibits at the Hanover Air Show with Mr. R. W. Burn-Callander, the Plessey Dynamics Group Territory Manager for Southern Europe. The Ambassador was shown exhibits from the Group's complete range of advanced aircraft systems and components on display.

British success at German Aviation Show

WITH EXHIBITS from 88 British aerospace companies, British exhibitors were the largest foreign contributors to the 6th German Aviation Show in Hanover. For the first time at an international air show, Britain's aerospace industry has presented itself as a united group with the Ministry of Aviation and the Society of British Aerospace Companies (SBAC) joining together to promote the largest stand in the exhibition. The stand, on which Bundespräsident Lübke made favourable comment, was designed by Kenneth Grange, FSIA, and served as a background for the display of the products of over 50 members of the SBAC: 14 other major British companies had their individual stands within the exhibition. Although the American, French, German and Italian aircraft industries all made major efforts at Hanover, it was generally agreed that the joint British stand was the best in the exhibition and the British air display (and particularly of the Hawker Siddeley A P1127) on Tuesday, May 3, was acclaimed by the German Press as 'the highlight of the show.'

The air display was timed to coincide with the offical visit of the Minister of Aviation, Mr. Fred Mulley, who, accompanied by Lord Caldecote, secretary of the SBAC, later toured the exhibition visiting the stand of every British exhibitor. The Minister, expressing his satisfaction at the major effort mounted by the British aerospace industry to increase exports to Western Europe and to cement links they have established with France and Germany on collaborative aviation projects, said that he hoped that it would be possible to continue the very successful joint venture participation at future aviation shows.

The British exhibitors have expressed themselves well satisfied with the contacts established, and with the number of inquiries they have received which could lead to substantial export business in the near future.

Success of biggest ever IEA show

BY THE TIME that the International Instruments, Electronics and Automation Exhibition ended its run at Olympia on May 28, both organizers and, more importantly, exhibitors seemed satisfied that the show had done what it set out to do – to serve as a selling exercise and also, in the words of the Hon. John Geddes, chairman of the exhibition committee, 'to improve the two-way traffic in information which is essential if full benefit is to be obtained from the very costly research and development programmes we have undertaken.' This latter objective is likely to have been consolidated by the subsequent Congress of the International Federation of Automatic Control. Many of the 1,500 world experts in the subject attending this Congress arrived in advance to take in the exhibition and formed a solid, informed nucleus for the estimated 10,000 overseas visitors who came to see what no less than 850 exhibitors had to offer.

This emphasis on the exchange of information reflects a fundamental need of the industry. Technical progress is so rapid, its language so esoteric, that far too few less-sophisticated industries are aware of just what benefits they themselves can derive from the introduction of modern electronic control and instrumentation. The frequently deplored failure by so many to move forward into the so-called technological age is surely caused less by a 'what was good enough for father' attitude than by simple ignorance of the alternatives. This exhibition provided an excellent opportunity for finding out just what the results of modern research have produced in terms of specific and practical aids to production. A tour of the halls showed that many thousands of visitors were doing just this. They had come less to buy – or even to look at anything specific – than to see whether anything was on show that could be applied or adapted to their particular needs. On every stand earnest conversations were in constant progress as visitors explained their production problems and needs and asked, 'Can you help?'

This might be taken as indicating that hard sales concluded at the show would not be impressive. Certainly, few exhibitors were prepared to commit themselves to figures. But this is the common experience of anyone who tries to assess the value in such terms of any exhibition. Indeed, fat, round figures tend to be viewed by some with suspicion as being no more than carefully nurtured 'stories' for the press – figures which would, on investigation, prove to apply to sales which could equally well have been achieved without exhibiting at all. But if hard figures were lacking, well-satisfied exhibitors were there in plenty. 'You don't sell a complex control system over the counter like a packet of detergent,' said one exhibitor, 'Come back in six months' time and ask me if the show was worthwhile and I'll tell you. All I can say now is that we've made some first-class contacts. And that's what matters.'

One in three of the 850 exhibitors (who together showed equipment valued at £30 million) was from overseas, giving the show a genuinely international character and serving, no doubt, to help pull in the overseas visitors. Again, the majority of British exhibitors were satisfied with the volume of overseas inquiries. Almost inevitably, there was less scope for proselytizing here. A higher proportion of the foreign visitors consisted of either the well-informed converted, knowing exactly what they wanted, or members of the industry studying the field. But potential customers were there in plenty, sufficient to help the British branch of the industry at least maintain its good record of selling overseas. Britain's share of the export market for electronic control equipment, for instance, is more than a third.

In a special message recorded for the opening of the exhibition, Mr. Frank Cousins, the Minister of Technology, said: 'The fact that this exhibition has grown to almost four times its original size since it was first held in 1957 is an indication of the growth of your industries in a few years. The National Plan expects this expansion to continue at a greater rate in Britain than in most countries. The British instruments, electronic and automation industries can feel justly proud of the job which they have done so far.' To judge from their shop window at Olympia last week, the Minister's expectations should be fulfilled.

Initial reports on the three-month campaign to promote the sale of British newspapers and periodicals in Copenhagen – launched at the end of January by Mr. Cecil Harmsworth King – indicate that it was highly successful. Sales have increased substantially for many titles which were already being imported into Denmark, and a number of others were put on sale for the first time with good results. Overall sales increased by some 35 per cent and, although the official campaign has ended, distributors are now developing sales throughout the provinces. The majority of the Copenhagen retailers have stated their intention of continuing to show both publicity material and special displays of British publications. Shown here at the British Embassy Information Centre in Copenhagen with Mr. Mogens Schroder, proprietor of Dansk Bladdistributionl are the recipients of the six £50 prizes awarded by the NPA/PPA Joint Export Policy Committee for the best displays of British newspapers and magazines. Left to right: Mr. Tage Frandsen, Mr. Brent Lorenz, Mr. Poul Rasmussen, Mrs. Gerda Rasmussen, Mr. Schroder and Mr. H. C. Madsen.

Mechanical handling reduces costs

OPENING THE 1966 International Handling Exhibition (Earls Court May 10-20), Sir Maurice Laing, president of the Confederation of British Industry congratulated the exhibitors on their contribution to Britain's increasing productivity and prosperity but emphasized the need to increase export trade. Forecasting a prosperous but increasingly competitive future, Sir Maurice Laing said Britain has a weakness for self-denigration . . . reading the newspapers and watching television one gets the impression that there is very little right with industry.

The exhibition instantly dispelled this belief for on show were some of the most advanced conveyors, cranes, industrial trucks, storage systems, control equipment and factory mechanization installations. One of the more futuristic exhibits was a driverless tractor. Guided by a magnetic field and following a fixed circuit the tractor towed a series of trucks and engaged in an automatic sequence of loading and unloading. Towering 100 ft. over the exhibition were giant cranes reaching to the roof, in normal use they would reach 215 ft. and lift 55 tons.

A number of stands featured fork lift trucks, one claimed to have the highest lift in the world. With a working platform 8 ft. by 8 ft. the truck was capable of lifting 1,000 lb. to a record height of 46 ft. Coventry Climax displayed a retractable crane attachment which enables the operator to alight from the truck and to operate the crane when hooking on to a load thus obviating the need for an assistant.

Another aspect of mechanical handling prominent on a number of stands was automatic conveyor systems. Displayed were flexible methods of distributing articles from a loading area to selected destinations that could handle loads up to 125 lb. and move at speeds up to 300 ft. per minute. Recent estimates state that materials handling cost the nation something like a thousand million pounds a year and industry is now realizing that with planned use this high cost could be reduced by at least half. This exhibition points the way to how this could be achieved and the part the industry can play in the export field. To this end more than a million invitations were despatched to executives in 80 countries.

New tools on display

MORE THAN 1,300 overseas buyers from 49 countries with a particularly large delegation from Western and Eastern Europe visited the Gauge and Tool and Power Press Exhibition held at Olympia from May 2 to 11. Opened by Lord Mills, the exhibition clearly indicated the exhibitors' readiness for Britain's change to the metric system. Dominating the scene was a 500-ton press but equally important exhibits were taps and dies, adjustable caliper gauges, the essential tools of the industry.

Coinciding with the recent launching of the British Calibration Service, the Ministry of Technology exhibited four items from their Standards Division. These included a new machine for measuring squareness and parallelism and an instrument for the precise generation of small angles.

Shardlow Micrometers Ltd. displayed what they claimed to be the world's first English/Metric micrometer.

Another exhibit included samples of motor car bumpers produced on hydraulic roll forming machines which have now been adopted as standard equipment by every European car manufacturer. Among the new products on display was a machine which could turn strip metal into a variety of finished casings, a 100-ton vice action press which the makers claimed to be the first of its kind incorporating automatic heating, feeding and extraction system and a portable air sampling unit developed by the United Kingdom Atomic Energy Authority. With a production in the industry of £100 million some £25 million of goods is now exported.

British hospital exhibition in Beirut

A PARTICULARLY WELL STAGED British Hospital and Medical Equipment Exhibition held in the leading hotel in Beirut, the Phoenicia, from May 11 to 17, reflected great credit on the designers in the Central Office of Information and on the 57 exhibitors who put on an impressive display of many of the new products developed by the British medical industry. The extent of sales achieved, certainly not less than £45,000, and serious inquiries received for business which could run into seven figures, showed that the exhibition has succeeded in its dual purpose of demonstrating to British industry the extent and value of the Middle East market for medical equipment and of showing doctors, hospital administrators and others responsible for medical buying in this part of the world that Britain produces a magnificent range of equipment of all types and that it is in their own interest to consider Britain whenever they contemplate buying.

The exhibition included a fully equipped operating theatre and ancillary facilities mounted by a consortium of firms and about 40 individual stands each manned by the firms' own personnel qualified to demonstrate and explain the equipment on show. Admission was by invitation, this being, we believe, the first British exhibition abroad organized by the Board of Trade to which the public were at no time admitted. The formula proved successful and was appreciated both by the 1,400 odd visiting doctors and other specialists and by the exhibitors who were able to devote real attention to them without distraction by the merely curious. The dates were chosen to coincide with the Middle East Medical Assembly and a Christian medical congress, both attended by many doctors from all over the Middle East.

The exhibition was opened by Dr. Jamil Anouti, the Director-General of the Lebanese Ministry of Public Health, following introductory speeches by Sir Derek Riches, the British Ambassador, and Mr. Frank Hunt, the Controller of Supplies in the British Ministry of Health, who is responsible for the purchase and development of equipment for the National Health Service.

One of the major achievements of the exhibition was to bring to the attention of the exhibitors, a considerable number of plans by doctors, particularly in the Lebanon, to rebuild, or expand, existing private hospitals or to build new ones. Discussions were also held regarding larger hospital projects in the Lebanon, Syria, Jordan, Turkey and other countries.

Considerable interest was aroused by a modern British dental air chair and dental unit on show and definite sales were very satisfactory. Incubators and other types of oxygen equipment also aroused a good deal of attention and sales were good. Other items selling well included hospital linen and uniforms, catheters, overshoes, and the smaller types of scientific and medical instruments and laboratory equipment. Immediate sales of some of the larger, more sophisticated and expensive items such as patient monitoring apparatus were not expected but most exhibitors received a good number of interesting inquiries and it is reasonable to suppose that attractive business will result if these are energetically pursued. Fortunately a number of exhibitors not previously represented were able to appoint local agents.

Whilst it is too early for a full assessment, the exhibition has we believe confirmed that Beirut is a most suitable venue for a specialized exhibition aimed at general coverage of the Middle East. Inquiries were in fact received from as far afield as Mexico, New Zealand, the United States and Canada, and one British doctor out from England placed an order. It also demonstrated the value of the specialized exhibition catering for a specialist, although a minority of exhibitors felt, and one must have sympathy with their view, that such a fine show should have been open to the public for one day to strengthen the image of a modern and capable Britain.

But however successful an exhibition of this kind may be everything really depends on the energy with which it is followed up. Visits will have to be made not only to the Lebanon where a considerable sales potential exists but also to many other parts of the area. Saudi Arabia, Turkey, Jordan and Syria will all merit special attention and in some cases a display of equipment may be desirable. Interesting possibilities were also shown to exist in the various territories of the Arabian Gulf. In each case the local British Commercial Representative will be glad to advise.

EXPORT INFORMATION CENTRE

The Export Information Centre of the Board of Trade's Export Services Branch is at 50 Ludgate Hill, London, one minute's walk from St. Paul's. It provides traders with a street-level inquiry point where they can find what services are available for dealing with export problems. The centre is open from 9.30 a.m. to 5.30 p.m.

United States store buyer to visit Britain

THE BOARD OF TRADE have been advised that the following buyer from Rich's Inc. Atlanta, Georgia, which will be holding a promotion this year featuring British goods, will be visiting Britain during June. The promotion will take place from October 10-29 and manufacturers and exporters wishing to meet Mrs. Campbell should contact the London Buying House which is Associated Merchandising Corporation, 62/64 Brook Street, London, W.1. (Tel. Mayfair 5266).

'Interhospital' exhibition, Stuttgart

BRITISH EXPORTERS were well represented at the 4th International Hospital Exhibition ('INTERHOSPITAL') held at the Killesberg exhibition site in Stuttgart from May 11-14, 1966. A joint venture stand was organized by the Surgical Instrument, Equipment and Appliance Export Group in association with the Board of Trade. Eight firms took part in the operation.

The exhibition was organized to coincide with the 4th German Hospital Day, a congress bringing together medical superintendents, hospital administrators, sisters and nurses from all over the Federal Republic.

The area covered by exhibits was deliberately restricted to 42,000 square metres so that persons attending the congress would have the opportunity to slip away from the lectures and debates and have a look at a compact selection of the latest developments in the medical equipment field. Around 450 firms took part in the exhibition. In addition to the firms on the British joint venture display stand other British concerns had their products shown on the stands of their German distributors. There was a large Government supported display of medical equipment by United States' concerns, 42 of these being gathered together in a hall of their own. Altogether 64 foreign companies showed their wares under their own name. Apart from British and United States' interests, these included companies from Denmark, France, Holland, Italy and Switzerland.

The range of goods on show covered a wide variety of hospital requirements from medical instruments and appliances to consumer products such as foodstuffs and pharmaceuticals. Some of the more striking exhibits on the British stand were the display of tubular bandages put on by the largest manufacturer of such items in Europe, artificial heart valves, infra-red scanning equipment for detection of breast cancer and anti-static rubber overshoes.

Amongst the visitors on the stand at various times throughout the period of the exhibition were Mr. Royce, Commercial Counsellor from the Embassy at Bonn, Mr. Heppel, HM Consul General in Stuttgart and the Hamburg Senator for Health, Herr Schmedemann.

Some 450 firms took part in the recent 'Inter-hospital' Exhibition at Stuttgart. Among the exhibitors was a joint venture stand organized by the Surgical Instrument, Equipment and Appliance Export group in association with the Board of Trade.

Changes in the Programme of United Kingdom Trade Fairs and Exhibitions and Overseas Trade Promotions (published on March 4, 1966)

The next full supplement will be published on July 1.

OVERSEAS FAIRS, BRITISH WEEKS AND STORE PROMOTIONS TAKING PLACE WITH BOARD OF TRADE ASSISTANCE – SECTION I.

Further details about an event may be obtained from the officer named (Tel. Abbey 7877). Inquiries for details of the Joint Venture Scheme under which the Board of Trade co-operates with trade associations, and any general inquiries in connection with Section I (Miss J. H. Quested, Ext. 3069).

WESTERN EUROPE – 1966

Delete:

OSNABRUCK: MINOR BRITISH WEEK – May.

Amendments:

LYONS: DISPLAY OF BRITISH FURNITURE – June 13-15.

The Board of Trade have been informed that the joint venture display with the British Furniture Manufacturers' Export Club Ltd. will be held from June 13-15, and not on the dates previously shown in the *Board of Trade Journal*.

(Mr. R. Ager, Ext. 2783).

PARIS: MAJOR STORE PROMOTION BY GALERIES LAFAYETTE – August 27-September 30.

A major promotion of British consumer goods will be held by Galeries Lafayette in Paris from August 27 until the end of September. 5,000 sq. m. of space is being given over to the promotion and a considerable amount of buying is being done. Main items of interest are household goods, textiles, clothing and pottery and china.

The London Buying Houses are John Lewis and Galeries Lafayette and approaches should be made either to them or M. Jean d'Allens, Galeries Lafayette, 40 Boulevard Haüssmann, Paris 9e.

The Board of Trade is supplying display material and it is hoped that a London bus will be present for the promotion.

(Mr. G. G. Snell, Ext. 2763).

EASTERN EUROPE – 1966

Additions:

MOSCOW: INTERNATIONAL EXHIBITION OF COMPUTERS AND MATHEMATICAL LITERATURE – August 15-27.

A possible joint venture with the London Chamber of Commerce.

(Mr. R. C. Pearson, Ext. 2262).

UNITED STATES – 1966

Additions:

AKRON: THE M. O'NEIL CO.

This promotion will feature consumer goods from Britain and other countries and will take place from September 17-October 1.

The London Buying House representing this store is R. H. Macy & Co. Inc., 52 Conduit Street, London, W.1. (Tel. Regent 4583).

(Mr. R. A. Hillier, Ext. 2177).

CLEVELAND: THE HIGBEE CO.

This promotion will feature British menswear and will take place from September 23-October 8. British menswear will also be featured with goods from other countries in a promotion taking place in late October.

The London Buying House representing this store is Associated Merchandising Corporation, 62 Brook Street, London, W.1. (Tel. Mayfair 5266).

(Mr. R. A. Hillier, Ext. 2177).

PITTSBURGH: KAUFMANN'S.

This promotion will feature consumer goods from Britain and other countries and will take place from September 26-October 15.

The London Buying House representing this store is R. H. Macy & Co. Inc., 52 Conduit Street, London, W.1. (Tel. Regent 4583).

(Mr. R. A. Hillier, Ext. 2177).

AKRON: THE A. POLSKY CO.

This promotion will feature consumer goods from Britain and other countries and will take place in early October.

The London Buying House representing this store is Metasco Inc., 167 Oxford Street, London, W.1. (Tel. Gerrard 3301).

(Mr. R. A. Hillier, Ext. 2177).

CEDAR RAPIDS: THE KILLIAN CO.

This promotion will feature consumer goods from Britain and will take place from October 3-15.

The London Buying House representing this store is Frederick Atkins International Ltd., 72 New Bond Street, London, W.1. (Tel. Mayfair 9806).

(Mr. R. A. Hillier, Ext. 2177).

ATLANTA: RICH'S INC.

This promotion will feature consumer goods from Britain and will take place from October 10-29.

The London Buying House representing this store is Associated Merchandising Corporation, 62 Brook Street, London, W.1. (Tel. Mayfair 5266).

(Mr. R. A. Hillier, Ext. 2177).

NEW ORLEANS: D. H. HOLMES CO. LTD.

This promotion will feature consumer goods from Britain and will take place from October 16-30.

The London Buying House representing this store is Frederick Atkins International Ltd., 72 New Bond Street, London, W.1. (Tel. Mayfair 9806).

(Mr. R. A. Hillier, Ext. 2177).

PITTSBURGH: JOSEPH HORNE & CO.

This promotion will feature British menswear and will take place from October 17-29.

British consumer goods generally will be featured with goods from other countries in an earlier promotion to take place from September 26-October 8.

The London Buying House representing this store is Associated Merchandising Corporation, 62 Brook Street, London, W.1. (Tel. Mayfair 5266).

(Mr. R. A. Hillier, Ext. 2177).

LOS ANGELES: BULLOCKS INC.

This promotion will feature British menswear and will take place from October 17-29.

The London Buying House representing this store is Associated Merchandising Corporation, 62 Brook Street, London, W.1. (Tel. Mayfair 5266).

(Mr. R. A. Hillier, Ext. 2177).

LOS ANGELES: J .W. ROBINSON CO.

This promotion will feature British menswear and will take place from October 20-November 10.

The London Buying House representing this store is Associated Dry Goods (UK) Ltd., 24 Great Titchfield Street, London, W.1. (Tel. Museum 5781).

(Mr. R. A. Hillier, Ext. 2177).

INDIANAPOLIS: L. S. AYRES & CO.

This promotion will feature consumer goods from Britain and other countries, and will take place from October 24-November 5.

The London Buying House representing this store is Associated Merchandising Corporation, 62 Brook Street, London, W.1. (Tel. Mayfair 5266).

(Mr. R. A. Hillier, Ext. 2177).

INDIANAPOLIS: H. P. WASSON & CO.

This promotion will feature consumer goods from Britain and will take place from November 6-19.

The London Buying House representing this store is Frederick Atkins International Ltd., 72 New Bond Street, London, W.1. (Tel. Mayfair 9806).

(Mr. R. A. Hillier, Ext. 2177).

MINNEAPOLIS: DAYTON'S.

This promotion will feature consumer goods from Britain and will take place during the Christmas period.

The London Buying House representing this store is Associated Merchandising Corporation, 62, Brook Street, London, W.1. (Tel. Mayfair 5266).

(Mr. R. A. Hillier, Ext. 2177).

Amendments and Additions to Classified Lists of EXHIBITIONS AND FAIRS – Sections II-IV

No responsibility is taken for the standing or organizations or individuals mentioned in these lists, and dates, etc. may be subject to alteration.

Applications should be made to the organizers or United Kingdom agents for details of costs and conditions of participation, but the Board of Trade Overseas Trade Fairs Directorate, Queen Anne's Mansions, Queen Anne's Gate, London, S.W.1, will be glad to answer general inquiries (Tel. Abbey 7877):

Germany	Ext. 3557
Luxembourg, Italy, Austria, Switzerland	Ext. 2782
Belgium, Netherlands, France	Ext. 2783
East Europe, Western Hemisphere	Ext. 3558
Scandinavia and the rest of the world	Ext. 2496
United Kingdom	Ext. 3008

Information can also be provided about other events, which, owing to space limitation, are not included in the lists.

* event held annually at aproximately the time stated.

† event held in alternate years at aproximately the time stated.

EUROPEAN TRADE FAIRS AND EXHIBITIONS – Section II

Amendments – 1966:

BERLIN: GERMAN INDUSTRIES EXHIBITION – September 16-25.

The Board of Trade have been informed that this event will now take place from September 16-25, 1966, and not on the dates shown in previous issues of the *Board of Trade Journal*.

Additions – 1966:

DUBLIN: IRISH & INTERNATIONAL DRINKS FESTIVAL – August 12-20.
Apply, Irish & International Drinks Festival, 39 Grafton Street, Dublin 2. Ireland.

BRUSSELS: INTERNATIONAL HARDWARE FAIR – October 26-30.
Apply, Commissaire General, International Hardware Fair, 14 rue Duquesnoy, Brussels, 1. (Tel. 12.21.87-13.16.05).

Amendments – 1967:

GENEVA: INTERNATIONAL MOTOR EXHIBITION.
The Board of Trade have been informed that the dates of this event are March 9-19, 1967.

Additions – 1967:

HAMBURG: INTERNATIONAL BOAT SHOW – January 19-25.
* Apply, Planten un Blomen, Ausstellungspark de Freien und Hansestadt, Am Dammtor, Hamburg 36.

BRUSSELS: INTERNATIONAL BUILDING MATERIALS AND ACCESSORIES EXHIBITION (BATIMENT) – January 28-February 5.
Apply, The Building Exhibition, 11 Manchester Square, London, W.1. (Tel. Hunter 1951).

VERONA: INTERNATIONAL EARTH MOVING & CONSTRUCTION EQUIPMENT EXHIBITION – (SA. MO.TER.) – February 2-6.
* Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W.1. (Tel. Hunter 1951).

STOCKHOLM: FORESTRY WEEK & INTERNATIONAL FOREST EXHIBITION – February 25-March 1.
Apply, St. Eriks Fair, Stockholm Chamber of Commerce, Storongsvagen 18, Stockholm NO.

VERONA: INTERNATIONAL AGRICULTURAL FAIR – March.
* Apply, E. A. Per Fiere di Verona, Viale Del Lavoro, Verona.

Mr. I. C. Trafford (right) and Mr. J. B. Scott, shown leaving London Airport for Moscow on May 5 to finalise arrangements for the British Industrial Exhibition to be held in Moscow from July 8 - 24 next. Mr. Trafford is managing director of Industrial and Trade Fairs Limited, organizers of the exhibition and Mr. Scott is managing director of Black-Clawson International Limited and chairman of the Advisory Council for the exhibition.

GOTHENBURG: SWEDISH TRADE FAIR – May 19-28.
Apply, John Buck (Trade Fair Agencies) Ltd., 44 Newman Street, London, W.1. (Tel. Museum 9325).

OYONNAX: INTERNATIONAL PLASTICS EXHIBITION – May 24-30.
Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W.1. (Tel. Hunter 1951).

PARIS: INTERNATIONAL AERONAUTICAL EXHIBITION – May 26-June 4.
Apply, Union Syndicale des Industries Aeronautiques et Spatiales, 4 et 6 rue Galilee, Paris 16e.

PARMA: EXHIBITION OF SUPERMARKET EQUIPMENT – May.
* Apply, Supermarket Equipment Exhibition, Parco Ducale, Parma.

Mr. H. Indyke (right), export manager of Raybeck Manufacturing Co. Ltd., at Frankfurt Airport with the firm's autumn collection of coats, costumes, gowns and sportswear. Mr. Indyke reports that the firm started selling in Sweden on March 7 - the first British firm to show an autumn collection in early March. After Gothenburg and Stockholm, the collection was shown in Copenhagen, Berlin and Frankfurt and so far export orders of over £100,000 have been achieved.

COLOGNE: INTERNATIONAL EXHIBITION OF FINE FOODS & PROVISIONS (ANUGA) – September 30-October 8.
† Apply, H. E. Melsom, MBE, Cologne International Trade Fairs, Room 229, Abbey House, Victoria Street, S.W.1. (Tel. Sullivan 2134).

COPENHAGEN: INTERNATIONAL FAIR FOR ELECTRONICS & INSTRUMENTS – October 13-22.
Apply, The Secretariat, 1 Julius Thomsens Plads, Copenhagen V.

TRADE FAIRS AND EXHIBITIONS OUTSIDE EUROPE – Section III

Additions – 1966:

ALGIERS: 3RD INTERNATIONAL TRADE FAIR – September 4-19.
Apply, Algerian Chamber of Commerce & Industry, Algiers.

BRISBANE: 3RD BIENNIAL ENGINEERING INDUSTRIAL & MACHINE TOOL EXHIBITION – October 11-15.
Apply, Industrial Public Relations (QLD) Pty. Ltd., 455 Adelaide Street, PO Box 1580 V, Brisbane, Australia.

Mr. J. De La Riva, chairman of the British Chamber of Commerce in Mexico, returned to Mexico recently after a three-week visit to the United Kingdom in connection with the British Industrial Exhibition being staged in Mexico this October by British Overseas Fairs Ltd. He is seen here at the air terminal with Mr. John Scates, head of the CBI Latin American Department (left) and Mr. Dick Winterton (right), assistant to Mr. Scates.

TRADE FAIRS AND EXHIBITIONS IN THE UNITED KINGDOM – Section IV

Amendments – 1966:

The Footwear Components' Exhibition will be held at the Washington Hotel, London, W.1, from June 6-9 next, and not June 4-9 as shown in the *Board of Trade Journal* of January 7, 1966, and subsequent lists.

The Fashion in Footwear Exhibition will be held at the Washington Hotel, London, W.1, from October 2-6 next, and not October 2-7 as shown in the *Board of Trade Journal* of April 1, 1966.

Foodpack '66 Exhibition will be held at Alexandra Palace from October 18-21 and not October 17-21 as shown in the *Board of Trade Journal* of July 16, 1965, and subsequent lists.

Camping & Sports Equipment Trade Fair will be held from November 7-11 next, and not November 15-19 as shown in the *Board of Trade Journal* of July 30, 1965, and subsequent lists.

The 8th Wholesale Buyers' Gift Fair will be held at the Mount Royal Hotel., London, W.1, from December 11-15 next, and not December 12-15 as shown in the *Board of Trade Journal* of February 4, 1966, and subsequent lists.

Additions – 1966:

LONDON: 19TH ENGINEERING EXHIBITION – October 18-20.
At Royal Horticultural Society's New Hall, S.W.1. Apply, Engineering Industries Association, 9 Seymour Street, London, W.1. (Tel. Welbeck 2241).

LONDON: 23RD ANNUAL TRADES EXHIBITION – November 29-December 1.
At Alexandra Palace, N.22. Apply, Amusement Trades Exhibitions Ltd., 19 Charing Cross Road, London, W.C.2. (Tel. Whitehall 2524).

Amendments – 1967:

The Board of Trade have been informed that the International Photo-Cine Fair which will be held at Olympia from May 15-20, 1967, will be organised by Iliffe Exhibitions Ltd., Dorset House, Stamford Street, London, S.E.1. (Tel. Waterloo 3333) and not by British Organisers Ltd.

(Continued on next page)

TRADE FAIRS IN THE UK, *continued*

Additions – 1967:

LONDON: INTERNATIONAL BOAT SHOW – January 4-14.
* At Earls Court. Apply, National Boat Shows Ltd., 31 Great Queen Street, London, W.C.2. (Tel. Holborn 7481).

LONDON: LITESHOW '67, THE INTERNATIONAL LIGHTING EXHIBITION – January 23-27.
* At Olympia. Apply, Exhibitions (London) Ltd., 7 Dering Street, London, W.1. (Tel. Hyde Park 1210).

LONDON: INTERNATIONAL HARDWARE TRADES FAIR – January 30-February 3.
* At Olympia. Apply, Universal Exhibitions Ltd., 9 Castle Place, High Wycombe, Bucks. (Tel. High Wycombe 21391/2/3).

LONDON: STATIONERY TRADE FAIR – January 30-February 3.
* At Olympia. Apply, The Stationers' Association of Great Britain and Ireland, 6 Wimpole Street, London, W.1. (Tel. Langham 9256/7).

MANCHESTER: EVENING NEWS & CHRONICLE BRIGHTER HOMES EXHIBITION – February 28-March 18.
* At City Hall. Apply, Provincial Exhibitions Ltd., City Hall, Manchester 3. (Tel. Deansgate 6363).

LONDON: DAILY MAIL IDEAL HOME EXHIBITION – March 7-April 1.
* At Olympia. Apply, Mr. K. Corney, Associated Newspapers Ltd., Carmelite House, London, E.C.4. (Tel. Fleet Street 6000).

LONDON: 19TH TECHNICAL EXHIBITION – March 13-17.
* At Alexandra Palace, N.22. Apply, General Secretary, Oil & Colour Chemists Association, Wax Chandlers Hall, Gresham Street, London, E.C.2. (Tel. Monarch 1439).

LONDON: LICENSED VICTUALLERS FAIR – April 3-7.
At Earls Court. Apply, Contemporary Exhibitions Ltd., 14 New Burlington Street, London, W.1. (Tel. Regent 0855).

LONDON: INTERNATIONAL REFRIGERATION FAIR – April 3-7. At Earls Court.
Contemporary Exhibitions Ltd., 14 New Burlington Street, London, W.1. (Tel. Regent 0855).

LONDON: STAMPEX – BRITAIN'S NATIONAL STAMP EXHIBITION – April 7-15.
* At Central Hall. Apply, The Philatelic Traders' Society Limited, 27 John Adam Street, London, W.C.2. (Tel. Whitehall 6465/6).

LONDON: DELICATESSEN INTERNATIONAL – April 10-14.
* At RHS New Hall, S.W.1. Apply, Contemporary Exhibitions Ltd., 14 New Burlington Street, London, W.1. (Tel. Regent 0855).

LONDON: LIGHTING EXHIBITION – April 25-May 4.
At Earls Court. Apply, F. W. Bridges & Sons Ltd., Commonwealth House, 1/19 New Oxford Street, London, W.C.1. (Tel. Chancery 9011).

BELFAST: ANNUAL SHOW – May 24-27.
* At Balmoral Show Grounds. Apply, Secretary-Manager, Royal Ulster Agricultural Society, The King's Hall, Balmoral, Belfast 9. (Tel. Belfast 665225).

SHEPTON MALLET: BATH & WEST SHOW – May 31-June 3.
* Apply, The Secretary, Bath & West & Southern Counties Society, 3 Pierrepont Street, Bath. (Tel. Bath 3010).

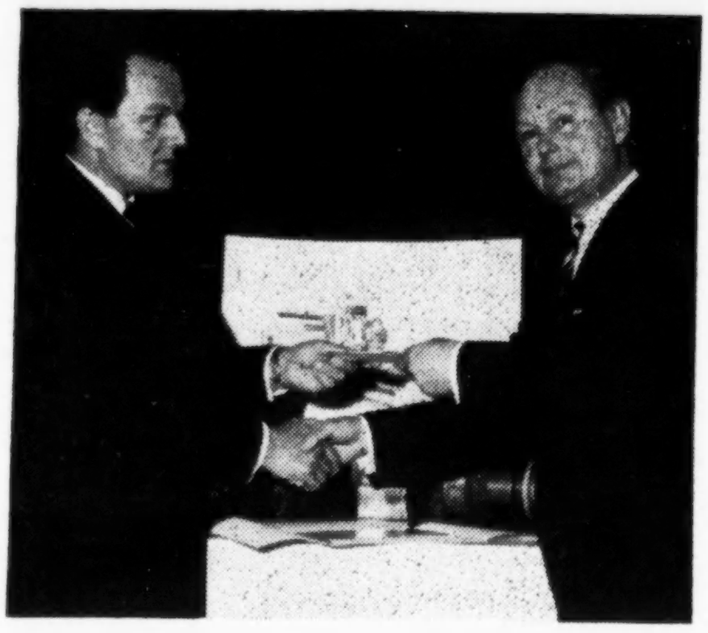
MALVERN: THREE COUNTIES AGRICULTURAL SHOW – June 13-15.
* At Permanent Showyard. Apply, The Secretary, Three Counties Show, Malvern, Worcestershire. (Tel. Malvern 61731).

LONDON: THE ANTIQUE DEALERS FAIR AND EXHIBITION – June 14-29.
* At Grosvenor House, W.1. Apply: Captain C. S. Platts, ACIS, Grosvenor House, Park Lane, London, W.1. (Tel. Grosvenor 6363).

HARROGATE: GREAT YORKSHIRE SHOW – July 11-13.
* At Permanent Showgrounds. Apply, The Secretary, Yorkshire Agricultural Society, Cliftonfield, Shipton Road, York. (Tel. York 23166).

HARROGATE: NORTHERN ANTIQUE DEALERS' FAIR – September.
* At Royal Hall. Apply, The Secretary, Northern Antique Dealers' Fair Ltd., 408 Leeds Road, Bradford 3. (Tel. Bradford 23223).

LONDON: 'SPRING SHOES' EXHIBITION – October 2-5.



Mr. C. G. Allday (right), a director of Telehoist Ltd., receiving an order for hydraulic equipment from Mr. Ernest Page, managing director of Cramic Engineering Co. Ltd., at the Numerically Controlled Machine Tool Exhibition, Olympia, London. The equipment will power Cramic machine tools worth $1 million ordered by Boeing of Seattle.

* At Mount Royal Hotel, W.1. Apply, British Footwear Manufacturers Federation, Royalty House, 72 Dean Street, London, W.1. (Tel. Gerrard 5573/5).

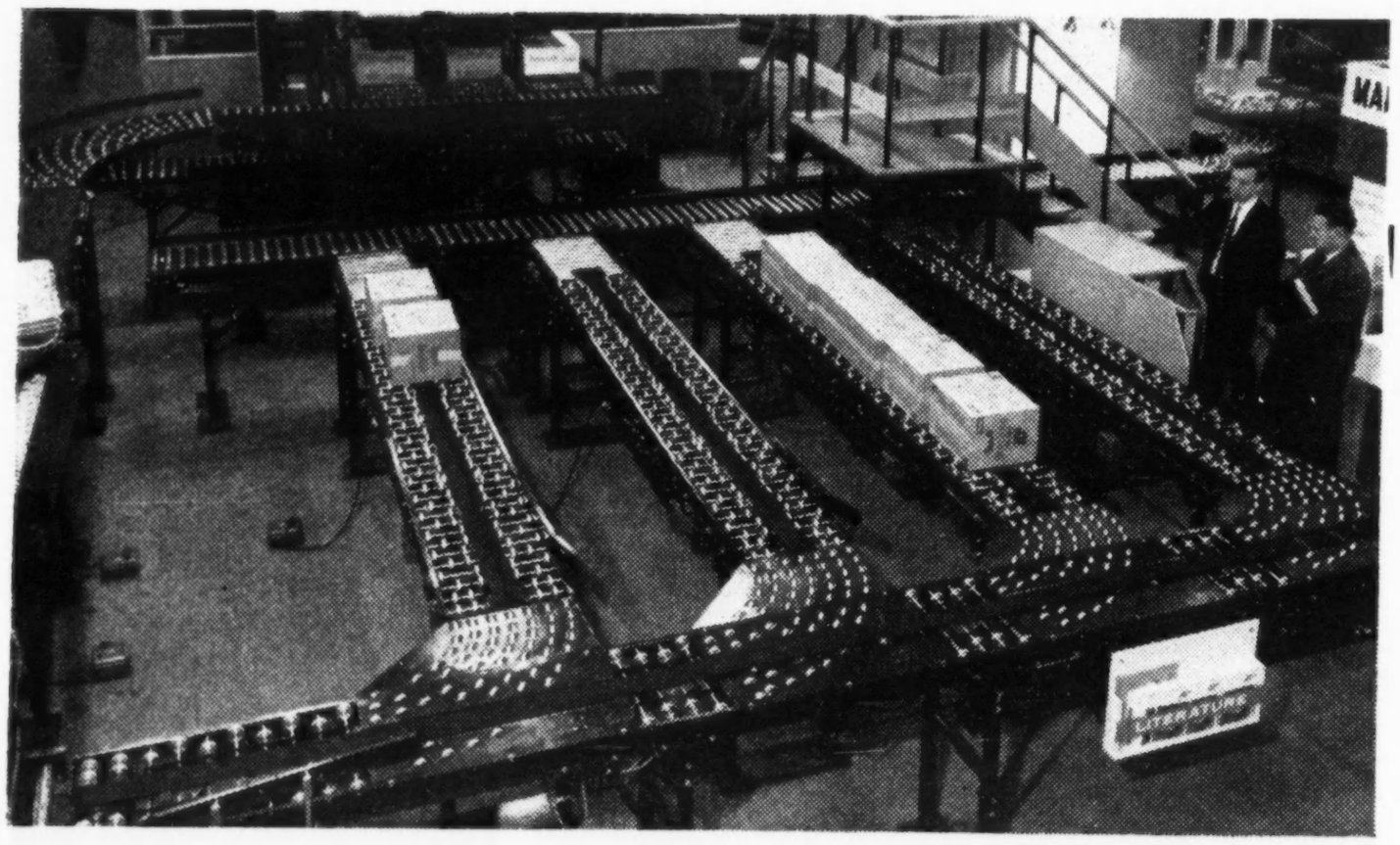
LONDON: 20TH ENGINEERING EXHIBITION – October 17-19.
* At Royal Horticultural Society's New Hall. Apply, Engineering Industries Association, 9 Seymour Street, Portland Square, London, W.1. (Tel. Welbeck 2241).

LONDON: ROYAL DAIRY SHOW – October 24-27.
* At Olympia. Apply, Royal Association of British Dairy Farmers, 17 Devonshire Street, London, W.1. (Tel. Langham 6903).

LONDON: 24TH ANNUAL AMUSEMENT TRADES EXHIBITION – November 28-30.
* At Alexandra Palace, N.22. Apply, Mr. J. Singleton, Amusement Trades Exhibition, 19 Charing Cross Road, London, W.C.2. (Tel. Whitehall 2524).

LONDON: INTERNATIONAL POULTRY SHOW – December 6-8.
* At Olympia. Apply, Iliffe Exhibitions Ltd., Dorset House, Stamford Street, London, S.E.1. (Tel. Waterloo 3333).

LONDON: NATIONAL EXHIBITION OF CAGE BIRDS – December 7-9.
* At Olympia. Apply, Iliffe Exhibitions Ltd., Dorset House, Stamford Street, London, S.E.1. (Tel. Waterloo 3333).



One of the many aids to efficient handling displayed at the recent Mechanical Handling Exhibition held at Earls Court. Illustrated above is a system manufactured by Rapistan Equipment Co. Ltd. which with automatic control indicates how many cartons are in each storage lane. (*See also page* 1256).

PUBLICITY OVERSEAS FOR UK TRADE FAIRS

Organizers of Trade Fairs and Exhibitions in the United Kingdom are reminded that they are welcome to send posters and brochures about their Trade Fairs to Official British Commercial Representatives Overseas, who are always anxious to publicize such events.

But Commercial Representatives must receive material on events **well in advance**—*two clear months is a minimum notice—and they should be sent a reasonable number of brochures and posters for distribution. Two or three dozen copies for the Commercial Representatives in each area it is desired to cover should be considered an absolute minimum. A full list of British Commercial Representatives Overseas, together with their addresses, is published every three months in the* Board of Trade Journal.

Publicity material for Commercial Representatives in more distant countries should be despatched **by air-mail,** *since delivery to some countries by surface mail can take up to two months.*

The Commercial Representatives should be told whether the publicity material sent to them is receiving any separate distribution in the country concerned.

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Overseas Trade and Exports

TRADE AND FINANCIAL ARRANGEMENTS

Anglo-Soviet trade discussions: Agreed communique

DELEGATIONS OF THE Soviet Union and the United Kingdom of Great Britain and Northern Ireland met in London from May 20 to 25, 1966 to conduct, under Article 5 of the Anglo-Soviet Trade Agreement, the second annual review of Anglo-Soviet trade since the renewal of the Agreement for a further five years from July 1, 1964.

Each delegation expressed its views on Anglo-Soviet trade over the last year and on prospects for the coming year.

The Soviet Delegation was led by Mr. A. N. Manzhulo, the Chief of the Department for Trade with Western Countries of the Ministry of Foreign Trade, and the United Kingdom delegation was led by Mr. A. E. Welch, an Under-Secretary in the Board of Trade.

Notes:

The Soviet delegation emphasised that since 1964 Soviet imports of United Kingdom goods had increased considerably, that orders already placed would lead to a further increase in 1966, and that the Soviet purchasing organizations were now negotiating additional contracts which, if concluded, would lead to large imports from the United Kingdom over the next two or three years.

The United Kingdom delegation welcomed the increase in British exports to the Soviet Union between 1964 and 1965, but pointed out that according to British figures, exports in 1965 were still well below the level achieved in 1963, and that a further appreciable increase in Soviet purchases would be necessary to meet the undertaking given by the Soviet Minister of Foreign Trade in April 1964.

This undertaking by the Soviet Minister of Foreign Trade (Mr. N. S. Patolichev) to which the Prime Minister referred in his speech at the Golden Jubilee dinner of the Russo-British Chamber of Commerce held last week (on May 24) was given during the renegotiation of the 1959 Anglo-Soviet Trade Agreement. He undertook that the Soviet authorities 'would continue to increase the scale of their purchases of United Kingdom goods in relation to the volume of United Kingdom purchases from the Soviet Union so as to achieve a much closer balance in the trade between the two countries.'

The following table shows visible trade between the United Kingdom and the Soviet Union over recent years:

£ million

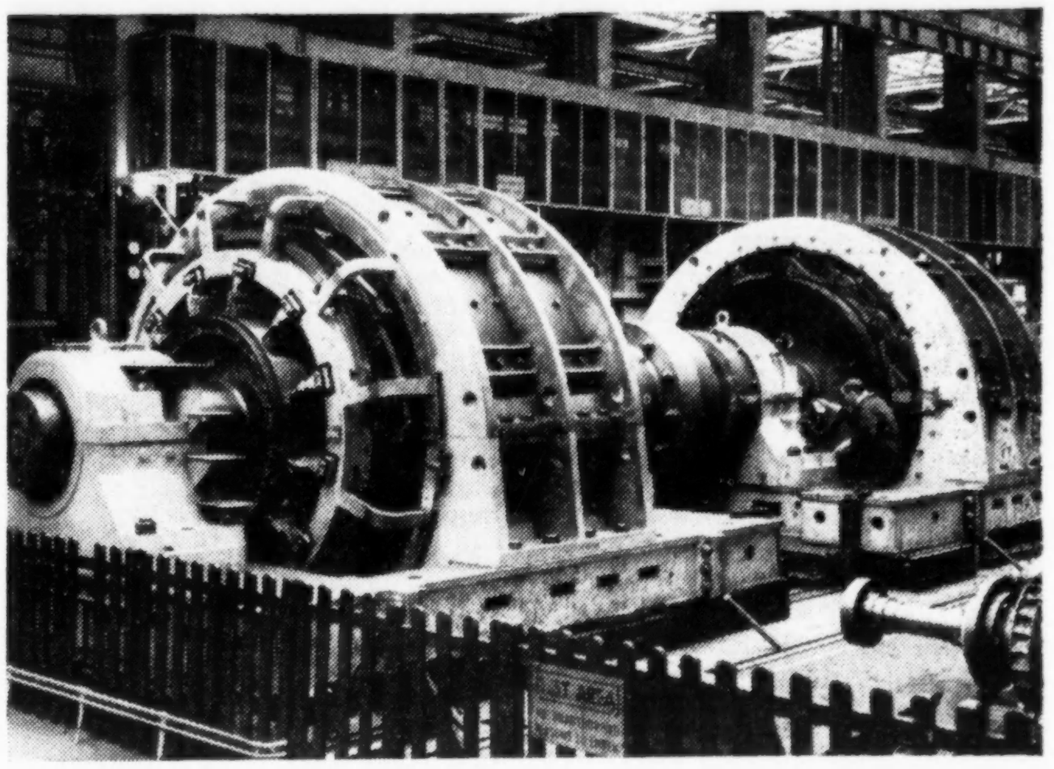
	1960	1961	1962	1963	1964	1965	1966 Jan. - Apr.
U. K. imports (c.i.f.)	76·5	91·1	93·8	96·8	97·0	118·9	25·1
U. K. exports (f.o.b.)	37·3	43·7	42·1	55·6	38·0	45·5	16·2
U. K. re-exports (f.o.b.)	16·1	26·1	15·6	8·5	1·7	0·5	0·1
U. K. deficit on visible trade	–23·1	–21·3	–36·1	–32·7	–57·3	–72·9	

The Presidents of three of the Soviet Foreign Trade Corporations responsible for the largest imports from the United Kingdom, who came to the United Kingdom to attend the Russo-British Chamber of Commerce dinner, are engaged in discussions with British exporting companies. These Presidents are:

Mr. V. P. Dashkevich – President of V/O Technopromimport, which covers imports and exports, of plant and equipment for processing food and drink, for the manufacture of glass, plywood, textiles, electric bulbs and radio tubes, and for printing – and imports only of plant and equipment for the building materials industry.

Mr. I. M. Maslov – President of V/O Stankoimport, trading corporation which deals mainly with machine tools, abrasives, ball bearings, cable-making machines and foundry equipment.

Mr. P. V. Mikheev – President of V/O Techmashimport, trading corporation responsible for plant and equipment for the chemical, rubber and sugar industries and for the production of synthetic fibres.



Two 3,000 h.p. steel mill motors for export to Yugoslavia are seen here during erection for final test at the Stafford Works of English Electric. Part of a £3 million order for the electrical equipment for the steelworks at Skopje, the motors will form the main twin drive for a hot reversing roughing mill.

Cyprus and Poland

A PROTOCOL signed in Nicosia on May 11, 1966, between the Governments of Cyprus and Poland provides for the exchange of goods during the period March 16, 1966, to March 15, 1967, under the terms of the Cyprus-Poland Trade Agreement of 1962. The Protocol envisages trade between Cyprus and Poland to the value of £450,000 in each direction.

Introduction of 'Small Packet' service to Swaziland

THE GENERAL POST OFFICE has announced that the 'Small Packet' service is now available to Swaziland. Small packets may be sent by surface or air mail up to a maximum weight of 2 lb. The surface postage rate is 1s. 0½d. for 10 oz. (minimum charge) and 2½d. for each additional 2 oz., and the air mail rate is 6d. per ½ oz. (minimum 1s. 0½d.). The small packet post is specially provided for the transmission of goods in the same mails as printed papers, which usually travel more quickly than the parcel mails.

Introduction of insured letter service to Italy

THE POST OFFICE announce that as from June 1, insured letters may be sent to Italy. The limit of insured value is £285.

EFTA INFORMATION CENTRE: CHANGE OF ADDRESS

The EFTA Information Centre has moved from Queen Anne's Mansions, Queen Anne's Gate, to the main Board of Trade building at Victoria Street. Its new address is Room 527, Board of Trade, 1 Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 2479/2480).

Information for exporters

Brief details are given below of overseas inquiries for British products, contracts open for tender, reports on commercial conditions abroad, export trade openings, etc., issued recently by the Export Services Branch, Board of Trade, to subscribers to the 'Export Service Bulletin.'

The Bulletin, published daily, is available to British manufacturers and exporters at a subscription of £10 10s. a year. A subscription form can be obtained from the Export Services Branch, Board of Trade, Room H28, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 433) (Telex 25977). Copies of particular issues containing further details of the items referred to below can be obtained from the same address by forwarding cash remittance of 2s. per copy with order.

Calls for tender

Inquiries connected with the calls for tender mentioned below should be addressed to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. City 5757, Ext. 404 and 406). Please quote reference numbers, country and commodity in all inquiries. The date given is the closing date, and refers to the current year unless otherwise indicated.

*Tender documents are available on loan in those cases marked with an asterisk.**

The number in brackets indicates the Bulletin in which published.

ALGERIA

(102/66) Refuse Composting Plant for Bureau d'Etudes et de Realisatielles. (Further Information.) Closing date postponed June 15. E.S.B. 2888/66.*

(102/66) Textile and Footwear Machinery for Ministerie de la Defense Nationale. June 15. E.S.B. 19643/66.

ANGOLA

Water and Electricity Board:

(99/66) Armoured Cables. July 13. E.S.B. 19421/66.

(99/66) Vehicles. June 16. E.S.B. 19415/66.

AUSTRALIA

(103/66) Power Inverters for Commonwealth of Australia. July 1. E.S.B. 19920/66.*

(103/66) Generating Set for Hydro-Electric Commission of Tasmania. June 27. E.S.B. 19935/66.*

(102/66) Diesel Engines and Accessories for South Australian Railways. July 18. E.S.B. 19929/66.

(102/66) Overhead Transmission Line for State Electricity Commission of Queensland. June 15. E.S.B. 19932/66.

(101/66) Coal Handling Plant for State Electricity Commission of Victoria. July 4. E.S.B. 18730/66.*

(103/66) Lightning Arresters for Townsville Regional Electricity Board. June 15. E.S.B. 20310/66.

BRAZIL

(100/66) Switchgear for Central Electrica de Furnas, S/A. June 15. E.S.B. 19500/66.

BURMA

Myanma Export Import Corporation:

(99/66) Signal Lamps. July 13. E.S.B. 19412/66.*

(99/66) Steel. July 13. E.S.B. 19413/66.*

(100/66) Iron Sheets and Expanded Metal. July 15. E.S.B. 19477/66.*

(100/66) Vehicle Components. June 30. E.S.B. 19485/66.*

Members of a delegation from the UK Cutlery and Silverware Manufacturers' Association, seen at Manchester Airport before leaving for talks in Japan. They are (from left): Mr. C. Oettinger, of Oneida Silversmiths Ltd.; Mr. K. L. Collin, B. & J. Sippel Ltd.; Mr. Ruben Viner, Viners Ltd., and Mr. E. D. Morley, Richards Bros. & Sons Ltd. Mr. Viner, managing director of Viners of Sheffield, is leader of the delegation.

(100/66) Roller and Ball Bearings. June 30. E.S.B. 19482/66.*

(100/66) Nails and Staples etc. July 31. E.S.B. 19495/66.*

(100/66) Induction Motors. June 30. E.S.B. 19491/66.*

(100/66) Candle Making Machines. June 15. E.S.B. 19478/66.*

(100/66) G.I. Wire. June 20. E.S.B. 19493/66.*

(100/66) Galvanized Sheets. July 31. E.S.B. 19496/66.*

(100/66) Cable and Wire. June 30. E.S.B. 19487/66.*

(100/66) Vehicle Parts and Accessories. June 30. E.S.B. 19489/66.*

(100/66) Battery Spare Parts. June 30. E.S.B. 19490/66.*

(100/66) Hand Tools. June 30. E.S.B. 19479/66.*

(100/66) Vehicle Components. June 30. E.S.B. 19485/66.*

(100/66) Copper Wire. June 15. E.S.B. 19492/66.*

CANADA

(101/66) Metering Units for BC Hydro and Power Authority. July 5. E.S.B. 19676/66.

(102/66) Circuit Breakers for Manitoba Hydro. June 21. E.S.B. 19930/66.*

COLOMBIA

(99/66) Slaughterhouse Equipment for Empresas Municipales de Cucuta. August 1. E.S.B. 19429/66.

(103/66) Generating Sets for Instituto Nacional de Fomento Municipal. July 4. Tender documents (in Spanish) available. E.S.B. 19922/66.*

EL SALVADOR

(103/66) Gum Arabic for Proveeduria General de la Republica. June 16. E.S.B. 19937/66.*

ETHIOPIA

(99/66) Drugs and Medical Requisites for Imperial Police Force Hospital. June 15. E.S.B. 19406/66.*

FORMOSA

Central Trust of China:

(100/66) Wrenches. June 27. E.S.B. 19456/66.*

(100/66) Ultracentrifuge and Accessories. June 16. E.S.B. 19474/66.*

(100/66) Refractories. June 17. E.S.B. 19462/66.*

(100/66) Fuses and Links. June 17. E.S.B. 19470/66.*

(100/66) Sprinkler Irrigation Equipment. June 15. E.S.B. 19467/66.*

(100/66) Air Compressors. June 22. E.S.B. 19465/66.*

(100/66) Insulators. June 16. E.S.B. 19466/66.*

(100/66) Steel Shapes and Billets. June 18. E.S.B. 19464/66.*

(100/66) Laboratory Equipment. June 18. E.S.B. 19468/66.*

(100/66) Joint and Filler Compound. June 18. E.S.B. 19469/66.*

(100/66) Power Fuses and Units. June 16. E.S.B. 19471/66.*

(100/66) Sodium Cyanide. June 23. E.S.B. 19472/66.*

(100/66) Insulating Cement. June 17. E.S.B. 19473/66.*

(100/66) Scientific Instruments. June 18. E.S.B. 19455/66.

(100/66) Burners. June 21. E.S.B. 19457/66.*

(100/66) Timing Relays for Power Equipment. June 21. E.S.B. 19458/66.*

(100/66) Vehicle Spare Parts. June 17. E.S.B. 19460/66.*

FRANCE

(102/66) Photographic Equipment for H.Q. Allied Forces Central Europe. June 20. E.S.B. 19904/66.*

GREECE

Institute of Social Insurance:

(100/66) Hospital Equipment. June 18. E.S.B. 19610/66.*

(100/66) X-ray Equipment. June 30. E.S.B. 19604/66.*

Ministry of Commerce:

(100/66) Paper. June 15. E.S.B. 19608/66.*

(100/66) Vehicles; Vacuum Sweepers. June 20. E.S.B. 19609/66.*

(103/66) Tabulating Cards for Ministry of Trade. June 22. E.S.B. 19950/66.*

INDIA

Andhra Pradesh State Electricity Board:

(99/66) Dynamometers. July 5. E.S.B. 19425/66.

(99/66) Insulators. June 20. E.S.B. 19426/66.

(100/66) Hydraulic Compressors. July 4. E.S.B. 19424/66.*

(101/66) Lamps for Directorate General of Supplies and Disposals. June 16. E.S.B. 19622/66.*

(101/66) Construction of Spillway for Government of Maharashtra. Irrigation and Power Department. (Further Information.) Closing date postponed to June 24. E.S.B. 11531/66.

(100/66) Gas Meters for Government of West Bengal. June 25. E.S.B. 19476/66.

(102/66) Power Transformers for Gujarat Electricity Board. July 1. E.S.B. 19677/66.

Indian Telephone Industries:

(99/66) Magnets. July 25. E.S.B. 19423/66.

(101/66) Brass Tubes. (Further Information.) Tender documents now available. E.S.B. 18253/66.*

Madras State Electricity Board:

(99/66) Capacitor Banks. July 29. E.S.B. 19422/66.

(101/66) Hydro-Electric Plant Equipment. (Further Information.) Closing date postponed to June 15. E.S.B. 17676/66.

IRAN

Iranian State Railways:

(102/66) Ironware. August 23. E.S.B. 19679/66.*

(102/66) Tin. August 20. E.S.B. 19678/66.*

(102/66) Oxygen and Acetylene Containers. August 20. E.S.B. 19680/66.*

(*Continued on page* 1267)

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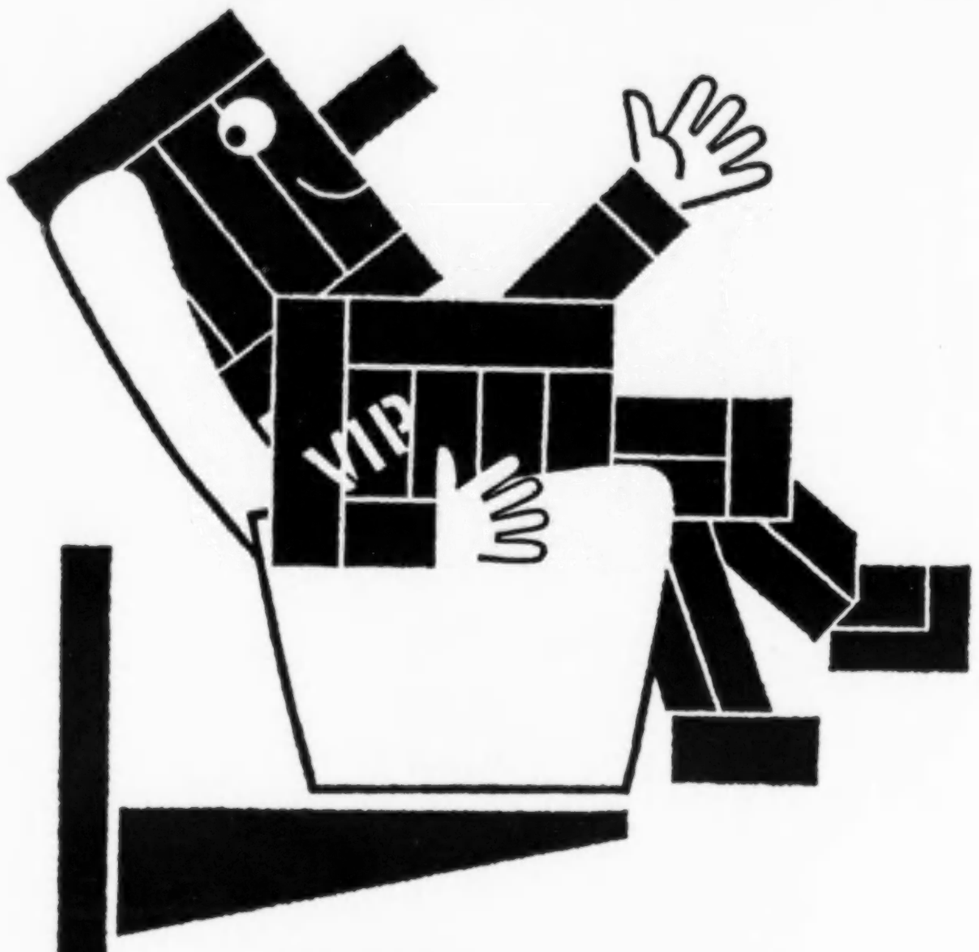

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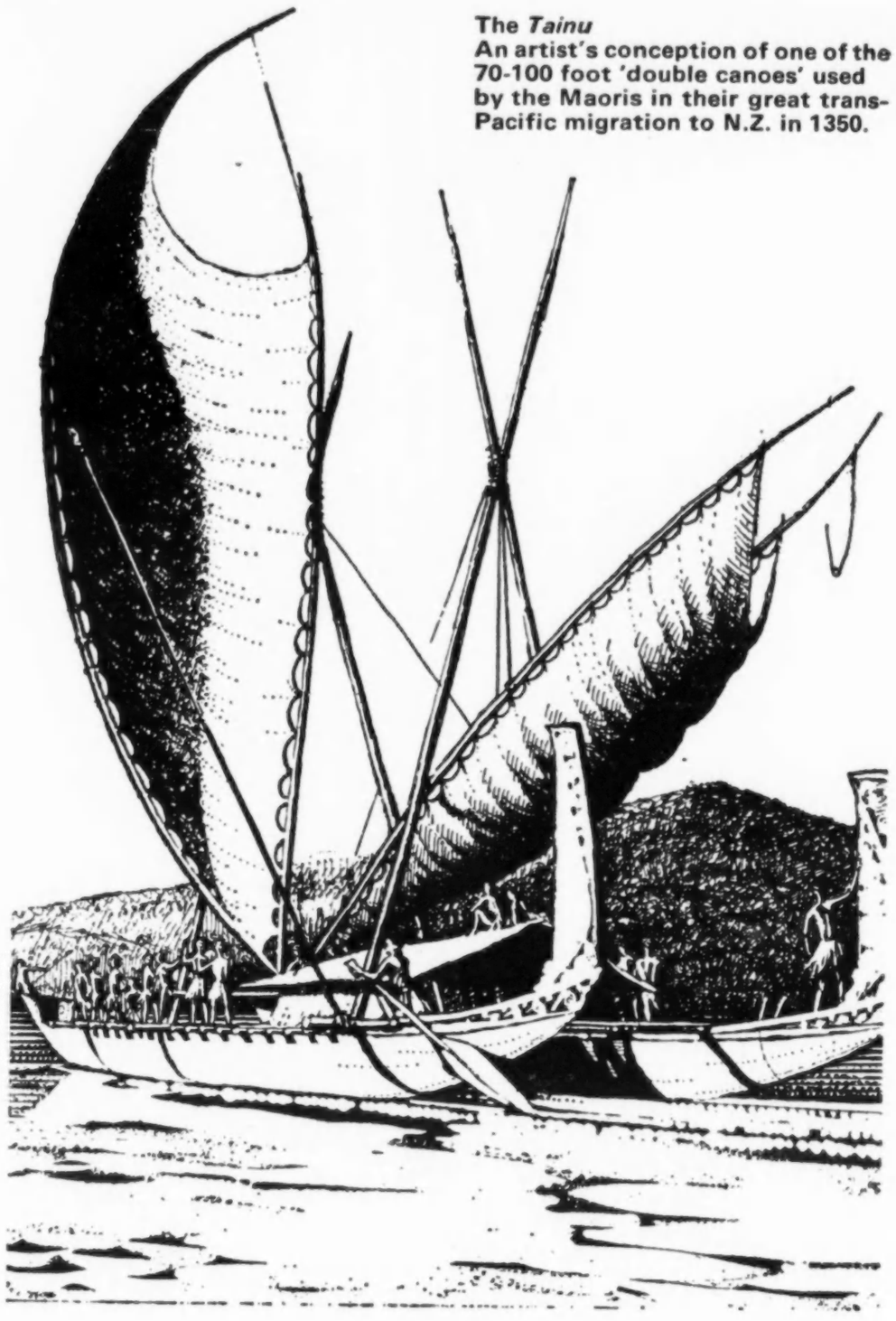

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IRAQ

(100/66) Radio Equipment for Central Foreign Purchasing Board. July 24. E.S.B. 19614/66.
(101/66) Construction Work for Ministry of Defence. July 19. E.S.B. 19627/66.
Ministry of Health:
(100/66) Operating Theatre Lamps. July 10. E.S.B. 19615/66.
(100/66) Porcelain, China, Plastic and Iron Equipment. July 17. E.S.B. 19616/66.

IRISH REPUBLIC

(100/66) Hoists, Cranes etc. for Dublin Corporation. June 21. E.S.B. 19620/66.

JORDAN

(102/66) Diesel Engine Spares for Jordan Cement Factories Co. Ltd. June 16. E.S.B. 19907/66.*
Jordan Petroleum Refinery Co. Ltd.:
(103/66) Metal Bars. June 15. E.S.B. 19910/66.*
(103/66) Laboratory Sulphur Meter. June 15. E.S.B. 19911/66.*
(103/66) Air Compressors and Water Pump. June 15. E.S.B. 19912/66.*

KOREA

(89/66) Refractories; Chemicals; Zinc for Office of Supply. June 16. E.S.B. 19454/66.*

LEBANON

(103/66) Transformers (Pre-qualification) for Office National Du Litani. June 16. Press notice (in French) available. E.S.B. 19916/66.*

MALAGASY REPUBLIC

(101/66) Road Construction for Ministere Des Affaires Etrangers. (Pre-Qualification.) Apply by June 30. Tender documents (in French) available. E.S.B. 19629/66.*

MALAYSIA

(102/66) Cargo Trailer for Director of Public Works. June 15. E.S.B. 19674/66.*
(103/66) Testing Equipment for Telecommunications Department. June 15. E.S.B. 19934/66.

NEW ZEALAND

(101/66) Thermostats for General Post Office. June 28. E.S.B. 19630/66.

NIGERIA

(102/66) Motor Vehicle Assembly Plant for Ministry of Industries. Apply by July 15. Official notice available for loan. E.S.B. 19843/66.*

PAKISTAN

(102/66) Weighing Scales for Department of Commerce. June 16. E.S.B. 19651/66.*
(103/66) Brass Tubes for West Pakistan Railway Board. June 28. E.S.B. 19931/66.*

PARAGUAY

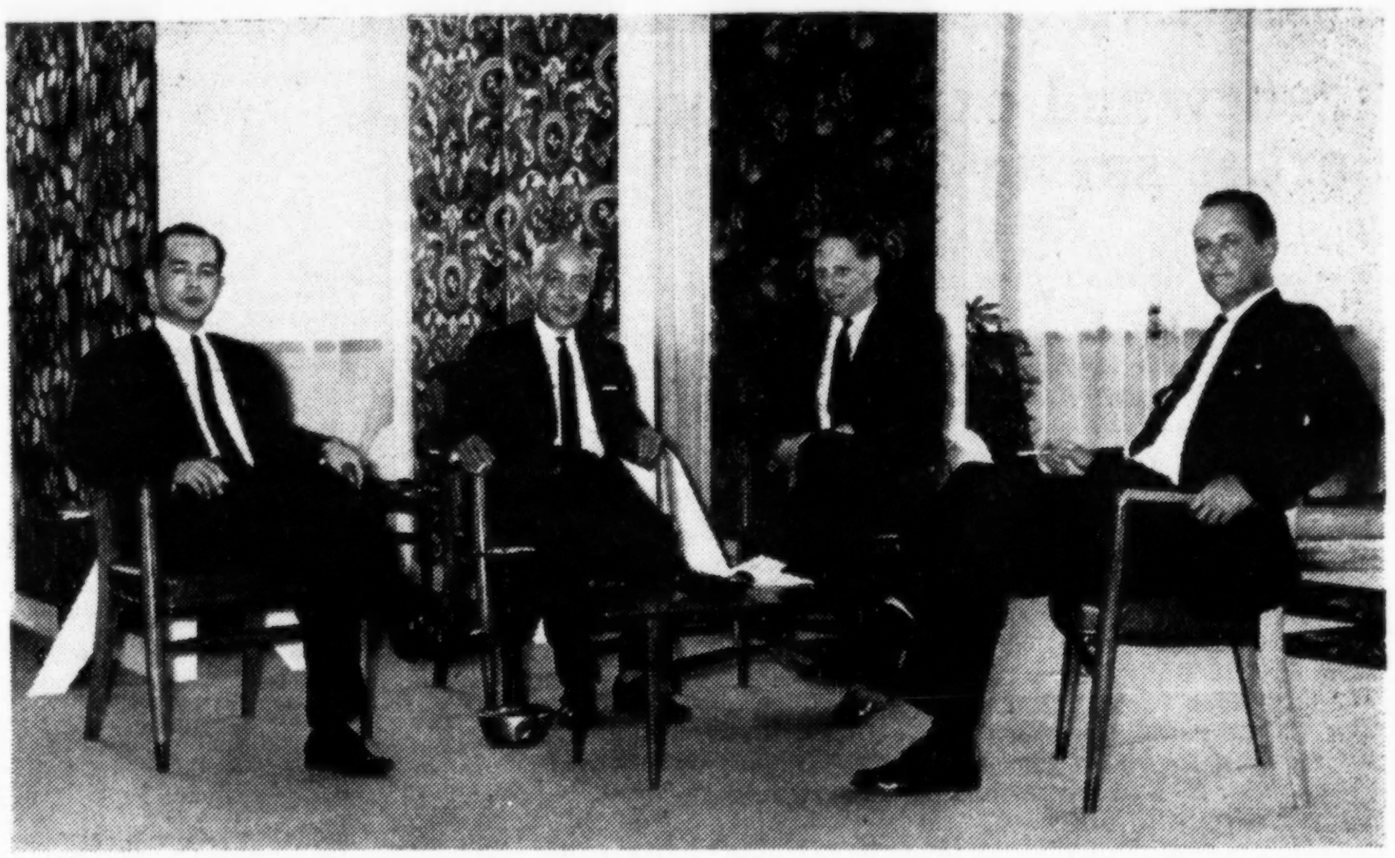
(99/66) Road Works for Ministerio de Obras Publicas. (Further Information.) Registration should be made by June 24. E.S.B. 33912/65.*

SINGAPORE

(102/66) Surgical Dressings for Ministry of Health. June 24. E.S.B. 19914/66.

SOUTH AFRICA

Cape Provincial Tender Board:
(103/66) Laboratory Equipment. June 24. E.S.B. 19670/66.*
(103/66) Laundry Equipment. June 21. E.S.B. 19671/66.*



'You here are very keen and friendly and we get plenty of co-operation,' said Mr. C. Manabe, (second from left) president of the Kwabe Shokai Ltd., during his recent visit to John Crossley and Sons Ltd., of Halifax, accompanied by Mr. S. Hashiro (left), assistant manager. The visit of these gentlemen to Halifax followed the extensive Far Eastern tour by Mr. B. Nahon, Crossley's export sales manager, last autumn. They are seen here with Mr. J. M. Grant, director, and Mr. E. B. Lawson (right), export sales manager of Carpet Sales Ltd.

State Tender Board:
(102/66) Laboratory Equipment. June 20. E.S.B. 19696/66.*
(102/66) Tools and Equipment. June 15. E.S.B. 19687/66.*
(102/66) Concrete Mixers. June 16. E.S.B. 19902/66.*
(102/66) Compression Testing Machine. June 16. E.S.B. 19903/66.*
(102/66) Motor Graders. June 16. E.S.B. 19700/66.*
(102/66) Electroencephalograph. June 17. E.S.B. 19688/66.*
(102/66) Chemicals and Reagents etc. June 20. E.S.B. 19691/66.*
(102/66) Contractors Plant. June 15. E.S.B. 19683/66.*
(102/66) De-Ionisers. June 22. E.S.B. 19906/66.*
(102/66) Soil Testing Laboratory Equipment. June 16. E.S.B. 19901/66.*
(102/66) Laboratory Stirrers. June 21. E.S.B. 19905/66.*
(102/66) Laboratory Equipment. June 21. E.S.B. 19692/66.*
(102/66) Distillation Apparatus. June 22. E.S.B. 19695/66.*
(103/66) Laboratory Equipment. June 24. E.S.B. 19698/66.*
(103/66) Laboratory Equipment. June 23. E.S.B. 19699/66.*

SPAIN

Ministerio de Obras Publicas:
(102/66) Water Treatment Plants. July 15. E.S.B. 19656/66.
(103/66) Road Works. June 24. E.S.B. 19928/66.
(103/66) Road Works. June 17. E.S.B. 19927/66.

SUDAN

Department of Posts and Telegraphs:
(99/66) Telephone Cable; Insulators and Accessories. June 22. E.S.B. 19419/66.*
(99/66) Teleprinting Equipment. June 25. E.S.B. 19420/66.*
(101/66) Automatic Telephone Exchange. June 18. E.S.B. 19642/66.*
Sudan Railways:
(99/66) Diesel Locomotives. July 16. E.S.B. 18794/66.*
(101/66) Cylinder Oil. June 20. E.S.B. 19641/66.*
(101/66) Mobile Crane. July 18. E.S.B. 19639/66.
(101/66) Crane. June 30. E.S.B. 19633/66.
(101/66) Centrifugal Pumps. July 4. E.S.B. 19635/66.
(101/66) Weigh Bridges. July 6. E.S.B. 19636/66.
(101/66) Shaping Machines. July 11. E.S.B. 19637/66.
(101/66) Machine Tools. July 14. E.S.B. 19638/66.
(102/66) Oil. June 21. E.S.B. 19640/66.*

TURKEY

(102/66) Arc Welding Machines for Naval Forces Command. June 15. E.S.B. 19646/66.*
(101/66) V.H.F. Equipment for P.T.T. Genel Muduriugu. June 24. E.S.B. 19644/66.*
(101/66) Cinema Equipment for Turkiye Radyo Televisyon Kurumu. July 11. E.S.B. 19649/66.*

VIETNAM

(100/66) Electrical Equipment for Central Purchasing Authority. June 15. E.S.B. 19601/66.*

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Further details of the items referred to below can be obtained from the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 427). Please quote reference number, country and commodity in all inquiries.

The number in brackets indicates the Bulletin in which published.

The Bulletin, published daily, is available to British manufacturers and exporters at a subscription of £10 10s. a year. A subscription form can be obtained from the Export Services Branch, Board of Trade, Room H28, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. City 5757, Ext. 433) (Telex 25977). Copies of particular issues containing further details of the items referred to below can be obtained from the same address by forwarding cash remittance of 2s. per copy with order.

Australia
(99/66) Agency inquiry for domestic electrical appliances; record players; tape recorders. E.S.B. 19162/66.
(99/66) Inquiry for leather goods; novelties; souvenirs. E.S.B. 19012/66.
(102/66) Inquiry for industrial electronic equipment. E.S.B. 15725/66.
(102/66) Inquiry for municipal incinerators. E.S.B. 19221/66.

Bahrain
(102/66) Inquiry for coffee; foodstuffs; tea. E.S.B. 9728/66.

Bulgaria
(102/66) Inquiry for cast iron fittings manufacturing plant. E.S.B. 19169/66.

Canada
(99/66) Agency inquiry for biscuits; confectionery. E.S.B. 19161/66.
(102/66) Agency inquiry for petroleum; petro-chemical and gas equipment and supplies. E.S.B. 19325/66.
(99/66) Inquiry for communications equipment; language laboratories; radar equipment. E.S.B. 17409/66.
(100/66) Inquiry for marine equipment. E.S.B. 11117/66.
(102/66) Inquiry in respect of industrial control instrumentation. E.S.B. 19122/66.
(102/66) Inquiry for tyre hardware; tyre valves. E.S.B. 19295/66.
(103/66) Inquiry for clothing. E.S.B. 20087/66.
(104/66) Inquiry for fork lift trucks. E.S.B. 20161/66.

Chad, Republic of/Libya
(103/66) Trade Agreement. C.R.E. 17104/G.

Chad, Republic of/Sudan
(103/66) Trade Agreement. C.R.E. 17103/G.

Fiji
(102/66) Inquiry for fire tenders. E.S.B. 19514/66.

France
(99/66) Inquiry for worsted piece-goods. E.S.B. 19128/66.
(100/66) Inquiry for lighting ramps and spares. E.S.B. 18542/66.
(101/66) Inquiry for alloy metals; chemicals for steel production; mining machinery. E.S.B. 19273/66.

Germany, Federal Republic of
(101/66) Agency inquiry for gloves; hot water bottles; leather. E.S.B. 19220/66.
(103/66) Agency inquiry for medical supplies. E.S.B. 19784/66.
(101/66) Inquiry for bathroom mat sets. E.S.B. 19076/66.

Hong Kong
(99/66) Agency inquiry for giftware; luggage; toys and games. E.S.B. 19129/66.

India
(100/66) Inquiry for canisters; gas masks; oxygen breathing apparatus. E.S.B. 18390/66.
(100/66) Industrial Development. E.S.B. 15774/66.
(101/66) Inquiry for insulation material; metals and metal products; regulation equipment; welding wire; wire and cable. E.S.B. 17405/66.

Iran
(99/66) Inquiry for floor sheeting. E.S.B. 19049/66.

Irish Republic
(102/66) Agency inquiry for nylon shirtings. E.S.B. 6300/66.

Israel
(99/66) Agency inquiry for instruments and electronic equipment for research. E.S.B. 19141/66.
(99/66) Agency inquiry for soldering fluxes. E.S.B. 16112/66.
(100/66) Inquiry for sparking plugs; steel sheets. E.S.B. 17401/66.

Italy
(100/66) Agency inquiry for bed linen; curtainings; fabrics. E.S.B. 19109/66.
(100/66) Agency inquiry for chemicals and plastics raw materials. E.S.B. 19269/66.
(100/66) Agency inquiry for lime juice. E.S.B. 19130/66.
(101/66) Agency inquiry for fire and smoke detectors. E.S.B. 19314/66.
(102/66) Agency inquiry for automobile engine spare parts. E.S.B. 4457/66.

Jamaica
(102/66) Agency inquiry for tools. E.S.B. 19370/66.

Jordan
(100/66) Inquiry for barbed wire; knitting plant. E.S.B. 19179/66.
(100/66) Inquiry for boilers; radiators. E.S.B. 19158/66.
(100/66) Inquiry for laundry presses. E.S.B. 19180/66.
(100/66) Inquiry for paper cartons. E.S.B. 19108/66.

Kenya
(103/66) Agency inquiry for clothing; household goods; giftware; jewellery; school equipment and stationery; sports goods. E.S.B. 19305/66.

Lebanon
(102/66) British overseas commercial representatives' visits. E.S.B. 6865/66.

Leeward Islands
(99/66) Inquiry for industrial machinery and plant. E.S.B. 17326/66.

Malawi
(100/66) Inquiry for electrical capacitators; fans; heat exchangers. E.S.B. 19027/66.

Morocco
(99/66) Inquiry for refrigerated vehicles. E.S.B. 19527/66.

New Zealand
(100/66) Manufacture under licence – aluminium balustrading. E.S.B. 19034/66.

North America
(102/66) Department store buyers visit London. E.S.B. 2519/66.

Pakistan
(103/66) Inquiry for mowers; rakes; rollers; spikers; tractors and tractor accessories. E.S.B. 19329/66.

Paraguay
(102/66) British overseas commercial representatives' visits. E.S.B. 6865/66.

Poland/Turkey
(101/66) Trade and financial arrangements. C.R.E. 5740/G.

Portugal
(101/66) Inquiry for spring making machinery; wire. E.S.B. 18303/66.

A LIBRARY FOR EXPORTERS

Foreign trade statistics and other economic statistics from almost every country in the world are freely available for reference in the Board of Trade **Statistics and Market Intelligence Library** *at Hillgate House, 35 Old Bailey, London, E.C.4. This is a modern well-equipped library of over 85,000 volumes. It has a reading-room for visitors, and provides a document-copying service. There are trade directories covering 150 countries, and an expanding collection of trade catalogues of foreign manufacturers. A brochure describing the library's services more fully is available on request.*

The library opens from 9 to 5.30, Mondays to Fridays. (Tel. City 5757, Ext. 368 or Telex No. 25977).

Senegal
(102/66) Agency inquiry for foodstuffs; salt. E.S.B. 19730/66.

South Africa
(103/66) Agency inquiry for toys. E.S.B. 19768/66.

Sweden
(100/66) Agency inquiry for fabrics; lace. E.S.B. 19181/66.

Sweden/Poland
(102/66) Trade and financial arrangements. C.R.E. 5055/G.

Switzerland
(101/66) Agency inquiry for clothing fabrics. E.S.B. 19816/66.
(103/66) Agency inquiry for tableware. E.S.B. 19874/66.
(102/66) Inquiry for antimony; mercury; sodium tripolyphosphate; tallow. E.S.B. 19518/66.
(102/66) Inquiry for bicycle-parts manufacturing machinery. E.S.B. 19007/66.

Trucial States
(100/66) Inquiry for food supplies. E.S.B. 19160/66.

Turkey
(101/66) Inquiry for brewery machinery and equipment. E.S.B. 19168/66.

United Arab Republic (Egypt)
(100/66) Inquiry for clock system; fire alarm system; laundry and dry cleaning equipment; public address system. E.S.B. 19028/66.

United States of America
(101/66) Agency inquiry for chemicals. E.S.B. 19266/66.
(99/66) Inquiry for confectionery. E.S.B. 18935/66.
(100/66) Inquiry for barbers' sundries. E.S.B. 19105/66.
(100/66) Inquiry for buses. E.S.B. 19301/66.
(100/66) Inquiry for clothing; fabrics; furniture; linen articles. E.S.B. 19282/66.
(100/66) Inquiry for insulators. E.S.B. 19383/66.
(100/66) Inquiry for printing machinery. E.S.B. 15929/66.
(100/66) Inquiry for truck and tractor spare parts. E.S.B. 19267/66.
(101/66) Inquiry for prefabricated houses. E.S.B. 18532/66.
(102/66) British overseas commercial representatives' visits. E.S.B. 6865/66.
(102/66) Inquiry for billiard cues and balls. E.S.B. 19547/66.
(102/66) Inquiry for hardware items. E.S.B. 19374/66.
(102/66) Inquiry for nuts and bolts; washers. E.S.B. 19079/66.
(103/66) Inquiry for electrical insulators and insulation hardware. E.S.B. 19384/66.

Various Countries
(101/66) United Nations Development Programme (Special Fund). G.D. 287/65.

Yugoslavia
(100/66) Trade Agreement. C.R.E. 4854/G.

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Export Tours

Businessmen going overseas are reminded that the services of British commercial officers in posts throughout the world are freely available to them. A list of addresses is published on pages i-viii of the Board of Trade Journal *of March 18 issue. Businessmen wishing to avail themselves of this assistance should consult in advance either the regional offices of Board of Trade (see page viii of March 18 issue) or the Export Services Branch, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757).*

Clockmaker's North American tour

MR. G. BUGGINS, managing director of Thwaites & Reed Ltd., left London recently to tour the United States and Canada. Mr. Buggins travels regularly in search of export business on behalf of Thwaites & Reed, Britain's oldest clockmakers (founded 1740), and specialists in the manufacture of 'prestige' clocks. During his tour it is hoped that Mr. Buggins will address the Ontario Watchmakers' Association and the National Association of Watch and Clock Collectors of the USA.

Factory-built buildings for France and Germany

MR. ATHOL H. I. LONIE, newly-appointed executive director of Terrapin Overseas Ltd., flew to the Continent early in May for discussions with the company's licensees in France and Germany. Terrapin have already negotiated agreements for the manufacture and marketing of their unit buildings in South Africa, Denmark, Portugal and Ireland in addition to France and Germany. The Terrapin system is based on fully factory-finished units which arrive on site complete with roof, floor and side walls ready for immediate erection by a team of three men and a lorry-mounted crane.

Follow up tour of Middle East

MR. KENNETH WESTLAKE, overseas service representative of Petbow Limited, Sandwich, Kent, left London on May 2 for a tour of the Middle East covering Beirut, Teheran, Abadan, Ahwaz, Kuwait, Dharan and Jeddah, returning to Beirut in June where he will be joined by Mr. H. Ibbetson, Petbow sales engineer for the Middle East for the remainder of the tour to Cairo, Benghazi and Tripoli before returning in July. The tour is intended to act as a follow-up to sales of Petbow–Generating and Welding Plant–already operating in the Middle East plus sales and an investigation of future market potential. Mr. Westlake has been regularly visiting the Middle East for the last 10 years.

Low-cost tour brings large orders

MR. D. CAMPBELL-SHAW, a director of Waverley Engineering Co. Ltd., of Winchester, has recently returned from an export tour of several continental countries which has resulted in approximately £40,000 worth of orders for actual goods and a licensing agreement concluded in one country. The cost of the trip itself was about £288. Mr. Campbell-Shaw loaded a horsebox with a boiler, portable heater, steam cleaner and three oil burners and, trailing this behind a comparatively small car, visited various places in Holland, Germany, Denmark, Sweden and Norway. All the necessary documentation was prepared by Mr. Campbell-Shaw's secretary and she accompanied him on the trip to share the driving (about 400 miles per day) and to write any quotations or specifications that were needed. In fact, the car became a mobile office with the horsebox as a showroom.

Waverley Engineering are engaged in the manufacture and sale of a comprehensive line of oil-firing equipment consisting of oil burners for both industrial and domestic use, oil fired boilers, water heaters and space heaters. They have recently added portable oil fired space heaters and oil fired steam heaters to their range. This company had not previously used the help of any Government service to aid exporters but, on this occasion, calls were made on the Commercial Counsellors at the British Embassies in some of the countries visited. Mr. Campbell-Shaw says that he was agreeably surprised at the reception and help they received.

Mr. Campbell-Shaw expects to go to Spain early in June.

Swiss order and American trip

MR. J. COHEN, managing director of Jaycee Furniture Limited, Brighton, left on May 26 to explore the potential in the North American market for exports of his company's reproduction period furniture. He will spend a month in the United States and Canada, studying distribution outlets and holding discussions with furniture men, agents and existing Jaycee customers, like Macy's and Gimbels, the large department store chains.

This visit comes just two weeks after Mr. Cohen returned from Switzerland with orders for £45,000 worth of Jaycee furniture. With similar orders in October and December last year, Jaycee's sales to Switzerland during the past nine months now total more than £100,000.

Welsh trade mission to Canada

MR. A. J. NICHOLAS, CBE, chairman of Aberdare Holdings Limited and deputy chairman of the Development Corporation for Wales, will be leading a Trade Mission to Canada in September. The mission will comprise leading executives of 18 companies, comprising a cross section of Welsh industry.

Scottish designers' continental tour

FOR THE SIXTH YEAR in succession a party of leading Scottish woollen cloth designers are taking part in a 14-day study tour of Continental fashion, art and textile centres. The party, which left Edinburgh on May 14, are all members of the Scottish Woollen Designers' Group. They will visit Dusseldorf, Munich, Vienna and Zurich during their tour. As on previous occasions the trip is being sponsored by the National Association of Scottish Woollen Manufacturers in conjunction with the International Wool Secretariat.

Quality personal toilet brushes for the United States

MR. B. J. RUSSELL, sales manager of R. A. Rooney & Sons Ltd., London, is currently on an extensive sales promotion tour of the United States. R. A. Rooney are an old-established firm of quality brush manufacturers. They are specialists in the manufacture of all bristle personal toilet brushes.

Cycle executive's Canadian tour

MR. E. R. THOMAS, Western Divisional sales manager of Raleigh Industries Limited, Nottingham, left on May 1 to undertake a 12 weeks' selling mission in Canada to develop their business in depth. He will also undertake a survey of the cycle trade on behalf of his company and will stimulate sales of Raleigh products (cycles, mopeds and toys) in Canada.

Latin America tour

MR. GEOFFREY ROBERTS, sales director of Proprietary Perfumes Limited, Ashford, Kent, left London Airport recently for Sao Paulo as a start to a four-week tour of Latin America. He will be investigating the prospects of increasing trade in Brazil, Argentine, Chile, Peru and Colombia. Since the New Year, PPL's export sales team have visited more than 30 countries to maintain their increasing business in overseas markets. The value of perfume exported by the company last year exceeded £3 million.

Paint product for Middle East

MR. VICTOR MARTIN ALONZO resident in Amman, Jordan and Middle East representative of Permacem Paint Co. Ltd. / Cheecol Processes Ltd. group, was invited to spend two weeks in the United Kingdom during April to study further technical developments of their paints and lightweight concrete processes before making two separate tours of Middle East markets for his principals. Permacem Paint Co. say that their product under the trade names Permacem and Cheecolite are already widely developed, recent important contracts being the Hilton Hotel in Teheran, the Jordan Weaving Mills, King Hussein Stadium and the Holy Sepulchre Church in Jerusalem.

Export Orders

Firms are invited to send in brief details of recent exports orders or contracts for mention on this page.

Truck axles for Thailand

York Trailer Company Limited, of Corby, Northants, has won a contract worth over £30,000 to supply truck trailing axles to Thailand. These York-built components convert rigid four-wheeled trucks into six-wheelers.

£4 million ship order from Germany

Scotts' Shipbuilding & Engineering Co. Ltd. announce that they have received an order for two 8,000 gross tons refrigerated cargo liners for F. Laeisz, of Hamburg.

These vessels will have about 300,000 cubic feet of refrigerated cargo spaces and a speed of 22 knots. They will be employed in the fruit trade. The main machinery will be a Burmeister & Wain diesel to be supplied and installed by John G. Kincaid & Co. Ltd. The value of this order is about £4 million.

Chewing gum-making machines for America

Ninety-seven chewing gum-making machines have been ordered from Cramic Engineering Co. Ltd., Southall, for delivery to the William Wrigley Jnr. Company of America – one of the largest manufacturers of chewing gum in the world. The machines were designed and developed in America and are worth about £150,000 altogether. This is the first time a non-American company has made machines for use in Wrigley factories in America.

Cable for Swedish American liner

Pirelli General Cable Works Ltd. has supplied all the communication cables for the 26,600-ton Swedish American cruise liner mv 'Kungsholm'.

Approximately 27,000 yds. of butyl insulated, p.c.p. sheathed cables to Lloyd's Rules, consisting of one, two, five, 10, 15 and 20 pair construction, have been supplied.

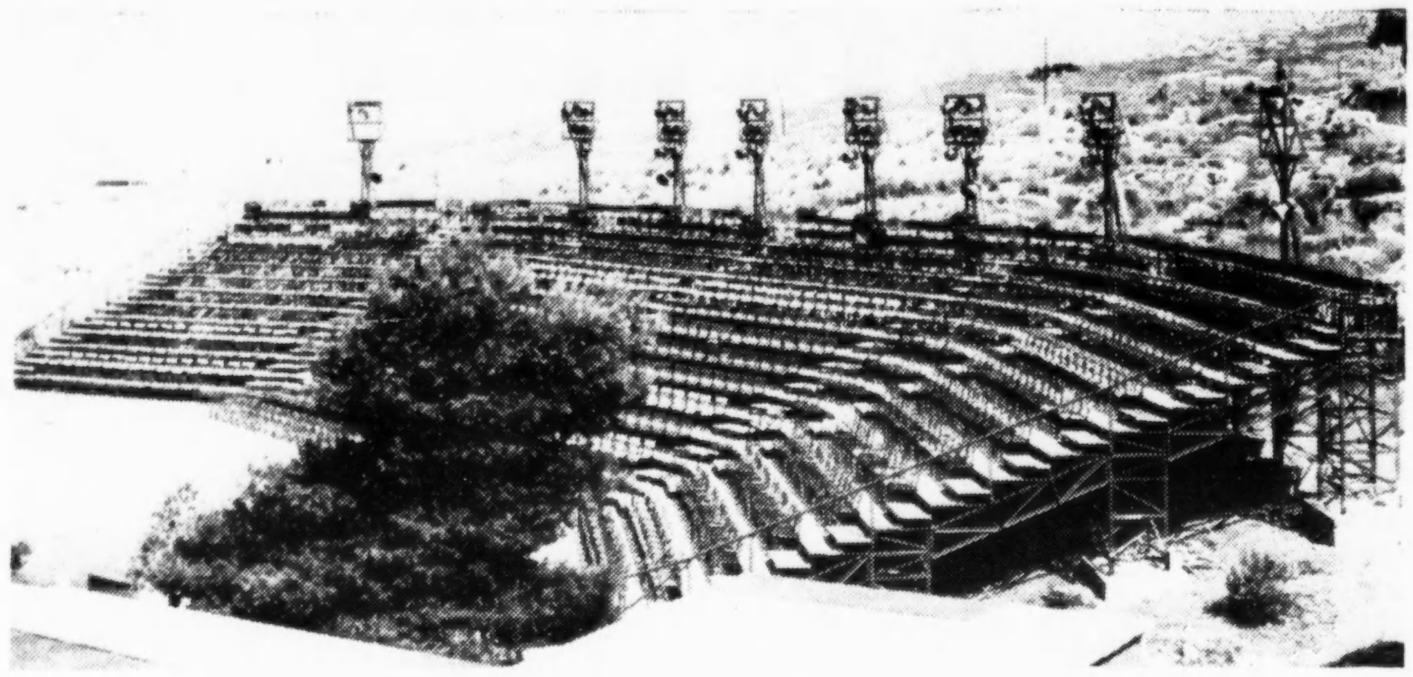
British company to build Hindustan Polymers' plastics plant

The Power-Gas Corporation Limited, a member of the Davy-Ashmore Group, are the main contractors for the execution of a petrochemical complex at Vizagapatnam, India, for Hindustan Polymers Limited. The project is estimated at Rs. 6.8 crores (equals approximately £5 million) and will be designed to produce two million gallons of power alcohol, 10,000 tons of styrene, and 7,500 tons of polystyrene per annum. The plant is expected to go into production about the end of 1967.

Hydro-electric export order

Boving & Co. Limited, London, have received an export order from the Uganda Electricity Board for a further unit for Owen Falls Hydro-Electric Power Station. This is the tenth and final Kaplan turbine to complete the station, and brings its total capacity to 210,000 h.p. as originally planned. This unit, similar in all respects to those previously supplied by Boving, will operate under a net head of 62.5 ft. and develop 21,000 h.p.

This latest order from the UEB brings their Owen Falls contracts with Boving & Co. Limited since 1948 to nearly £2,250,000 in value.



Opposite the Acropolis in Greece stands this new open air theatre. With a stage of 5,000 sq. ft. and tiered seating for 1,500, the construction was undertaken by using 65,000 feet of Dexion slotted angle. Prefabricated on site and erected by hand the material proved ideal for building on rough and uneven ground.

£200,000 repeat export order from Philippines

The English Electric Company's Large Industrial Machines Division, Electrical Products Group, Stafford, has been awarded its third major contract by the Republic Cement Corporation of Manila, in the Philippines. The contract covers electrical equipment and motor drives for the third extension of the Corporation's Norzagaray plant situated 30 miles north of Manila and is worth approximately £200,000. The new extension will increase the daily output of the plant to 50,000 bags of cement, and it is estimated that the total annual output will be six million bags, or five times the output when the original plant began operation in 1957.

Large order for steelworks plant in Spain

The Fraser & Chalmers Division of GEC (Process Engineering) Limited has been instructed by Huntington Heberlein & Co. Ltd., of London, to supply materials handling equipment valued at approximately £350,000 to the steelworks of Altos Hornos de Vizcaya SA at Bilbao, Spain.

£930,000 order from Guinea

A contract for the supply of £930,000 worth of British road-making machinery to the Government of the Republic of Guinea has been secured by the British Overseas Engineering and Credit Company Limited of London. The equipment, to be supplied by nine British manufacturers, is to be used mainly for road maintenance by 15 sub-divisions of Guinea's Department of Public Works.

Linoleum for Paris

Tayside Floorcoverings Ltd., of Newburgh, Fife, have been awarded an order for approximately 30,000 sq. ft. of heavy duty 3.2 m/m contract linoleum for HQ Command, SHAPE, Paris. This contract is an extension to a similar order placed with the company last year.

Overseas power station uses plastics pipework

An export order for £10,000 of Fibrevinyl pipe has been secured by AC Plastics Industries Limited, of Croydon. The pipework, comprising Extrudex PVC piping, externally reinforced with glass-fibre reinforced polyester resin, is for the cooling and desalination plant of a new power station now under construction in the Ascension Islands for the Ministry of Works.

New international airport contract

Pakistan International Airlines Corporation have awarded to Taylor Woodrow International Ltd. a contract valued at about £4½ million for a new international airport at Dacca, East Pakistan.

Radio-controlled unit for giant Swedish gantry crane

A six-cylinder diesel engine produced by the Perkins Engines Group has been selected as the power unit for a giant new mobile gantry crane which is to be manufactured by the Swedish firm of Nohab at its works in Trollhattan.

Big tractor shipment for Tunisia

International Harvester Co. of Great Britain Ltd. have received their biggest export order from Tunisia for 750 British-built agricultural tractors. The order, worth nearly £700,000, is from their affiliated company, International Harvester (Manufacturing) Tunisia.

Steel cold rolling plant to Rumania

The Eastern Trade Department of Associated Engineering Ltd., Leamington Spa, has obtained a six-figure order from the Rumanian machinery purchasing organisation Masinimport for the supply of a cold rolling plant for steel strip. The plant will ensure the availability of high quality steel strip required for the manufacture of Glacier plain bearings. These are being manufactured in Rumania for the tractor and commercial vehicle industry under the terms of a licence agreement arranged two years ago by the Glacier Metal Company Ltd., now a member of the Associated Engineering Group.

Japanese order for Wiltshire firm

An order worth over £10,000 for railway components has been placed by a Japanese company with the Bradford-on-Avon, Wiltshire, firm of Spencer Moulton, one of the Avon Group of companies.

New British sports moped for Canada

An order for 500 mopeds and spares valued at £20,000 has been placed with Raleigh Industries Ltd., of Nottingham, by a Canadian dealer. The model chosen is the recently developed RM12 Sports 50 Raleigh moped, specially designed for the teenage market and the order – from F. Manley & Sons Ltd., of Toronto – is the first to result from Raleigh's big export drive to open the moped market in Canada.

Tariff, Customs and Import Regulations in overseas countries

REGISTERED TRADE MARK (RTM) GOODS IN OVERSEAS TARIFF LISTS

The Lists of Tariff, Customs and import regulations changes in overseas countries published in this section of the Journal sometimes contain words which are registered trade marks in the United Kingdom. So far as is practicable, all lists of goods are checked before publication from this point of view.

Items which fall into this category will now be preceded by the letters 'r t m'. Readers of the Journal should note that this prefix signifies that the words are registered as trade marks in the United Kingdom, but that in the present context they are assumed to refer generally to products of the description stated in brackets.

While every attempt will be made to ensure that the scrutiny is complete, the lists may contain other words which are registered as trade marks in the United Kingdom or in other countries but which it has not been possible to identify.

AUSTRALIA

Revision of Customs By-laws

THE AUSTRALIAN Department of Customs and Excise have announced changes in the By-laws shown below:

New By-laws

The following goods will be admitted under By-law until further notice:

Goods	Classification and Duty under the British Preferential Tariff	
	Tariff Item	Rate of Duty
Parts falling within a tariff classification listed hereunder: Sub-paragraph 84.06.561 Paragraph 84.61.91 Sub-paragraph 84.06.599 Paragraph 84.61.92 Sub-paragraph 84.10.919 Paragraph 84.61.99 Paragraph 84.10.99 Paragraph 84.63.19 Sub-paragraph 84.18.944, but not including bronze back bearings or die cast bearings For use: (i) In internal combustion engines, incorporated in or for incorporation in crawler or creeper tractors; or (ii) in internal combustion engines exceeding 10 brake horse-power incorporated in or for incorporation in agricultural wheeled tractors of a kind falling within sub-item 87.01.9 under security.	Various	Free
Parts (other than parts for engines) falling within a tariff classification listed hereunder: Paragraph 73.32.92 Paragraph 84.61.92 Sub-paragraph 73.32.939 Paragraph 84.61.99 Sub-paragraph 73.32.999 Sub-item 84.63.9 Paragraph 83.01.99 Sub-item 85.23.1 Paragraph 84.10.92 Sub-item 87.05.9 Paragraph 84.10.99 Sub-paragraph 90.28.266 Sub-paragraph 84.18.949 Paragrap 94.01.11 Paragraph 84.61.91 Sub-item 94.04.2 For use in tractors of a kind falling within sub-item 87.01·9 under security. NOTE: Security is not required in respect of goods that the Collector is satisfied are of a kind used solely or principally in tractors.	Various	Free
Rolls, chilled iron, as used with machines	Various	Free
Burnishing pads or dusting bands, of a kind used solely or principally with printers' bronzing machines	59.17	Free
Frames, lace or resembling lace, for use in the manufacture of handkerchiefs or napery, under security	62.05	Free
Wire, for use in the manufacture of electronic valves and tubes, under security	81.01	Free
Wire, for use in the manufacture of electronic valves and tubes, under security	81.02	Free
Wheels, pipe cutter	82.03	Free

New Period By-law

The following goods will be admitted under By-law provided they are entered as set out below:

Tees, black, to which paragraph 73.11.11 applies, except tees: 1·25 in. × 1·25 in. 1·5 in. × 1·5 in. 2 in. × 2 in. 4 in. × 3 in. 4 in. × 4 in. Provided the goods are entered for home consumption on or before September 30, 1966.	73.11	Free

Amended By-laws

The following By-laws have been amended to apply to the goods as shown:

Proprietary medicines, as follows: Anabalm (Crookes). Clauden. Collosol manganese. Delabarre syrup. Dermasulf. Granocol. Lactobyl. Normacol. Phytodermine cream or powder. Silbe asthma inhalant.	30.03	Free
Paper and paperboard as follows: Carpet felt paper or paperboard. Seal-coated bitumen saturated in rolls exceeding 6 feet in width, for use in the manufacture of printed floor coverings, under security. Coated, whether or not cut to size or shape, of a kind used, after impression and chemical treatment, as plates for offset printing appliances.	48.07	Free

(Continued on next page)

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AUSTRALIA, *continued*

Goods	Classification and Duty under the British Preferential Tariff	
	Tariff Item	Rate of Duty
Coated with one of the following substances: Chlorinated rubber. Melamine formaldehyde resins plasticized with alkyd resins. Varnish of base of tung oil or linseed oil or both. Vinyl chloride-acetate copolymers. Urea formaldehyde resins, oil blended and pigmented. Electro-sensitive, for recording thereon by means of an electric current, pictures transmitted by telegraphy. For coating with photo-sensitive silver emulsions, under security. Tracing paper Corners without visible background for use in the manufacture of handkerchiefs, under security.	58.10	Free

Cancelled By-laws

The following goods are removed from the provisions of By-law entry and will now be classified as indicated below:

Frames, lace, for use in the manufacture of lace, edged handkerchiefs or of napery, under security.	58.09.990	5%
Wheels, pipe cutter	82.04	See under heading New By-laws.
Band sawing machines, horizontal, with capacity for sawing mild steel rounds 14 inches or larger capacities	84.45.212	27½%

The By-law still applies to these goods provided they are in direct transit to Australia on May 12, 1966, and are entered for home consumption within 21 days after importation; or in bond in Australia on May 12, 1966, and are entered for home consumption on or before June 10, 1966.

CANADA

'Made in Canada' rulings

THE FOLLOWING ruling has been made in Canada for Canadian Customs purposes.

'Of a class or kind not made in Canada'.

Di-isohexyl phthalate (ruling effective May 25, 1966).

The above information is contained in Canadian Department of National Revenue Memorandum D.51-33-2.

UNITED STATES

Export control on hides, skins and leathers

A NOTICE IN the *Board of Trade Journal* for March 25, 1966, gave details of export quotas for cattle hides, calf and kip skins and bovine leathers.

The United States Department of Commerce has now announced the following increases in the quotas for calendar year 1966:

(a) Cattle hides, whole . . . increased from 9,920,000 hides to 11,220,000 hides.

(b) Cattle hide croupons, crops, dossets, sides, butts and butt bends . . . increased from 810,000 pieces to 1,000,000 pieces[1].

(c) Calf skins and kip skins . . . increased from 2,140,000 skins to 2,375,000 skins.

(d) Cattle hide and kip side upper leather, grain, except patent and metallized; and cattle hide and kip side leather . . . increased from 10,800,000 sq. ft. to 12,500,000 sq. ft.

(e) Cattle hide and kip side sole, belting, and welting leather, grain; cattle hide and kip side rough, russet and crust leather; and whole splits, side splits, and bend splits . . . increased from 1,700,000 pounds to 2,340,000 pounds[2].

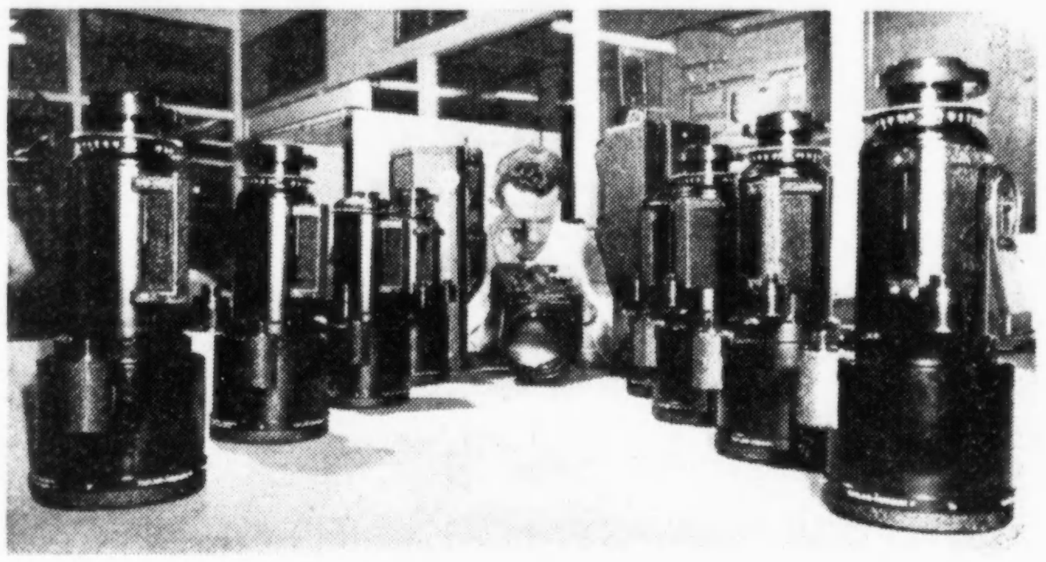
(f) Calf and whole kip upper leather, except patent and metallized; and calf and whole kip leather, except patent and metallized . . . increased from 1,000,000 sq. ft. to 2,060,000 sq. ft.

[1] Other types of cattle hide pieces such as bellies, splits, shanks, heads, tails and shoulders are no longer subject to a quantitative licensing quota.

[2] Tanned and partially tanned offal leather and splits, except whole, side and bend splits, are no longer subject to a quantitative licensing quota.

In addition, country quotas have been abolished for cattle hides, both whole and pieces, and licensing requirements have been modified to cover exporters' commitments on or before March 7 when controls were applied.

Any inquiries regarding this notice should be addressed to the Commercial Relations and Exports Department (United States Section), Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. Abbey 7877, Ext. 2397).



Some of the six million dollars worth of lenses destined for the colour television market in America are seen during final inspection at the Leicester factory of the Rank Organisation's Taylor Hobson Division.

Importation of cases

THE UNITED STATES Bureau of Customs has stated that the labelling of cases made of material containing ground, shredded or pulverized leather to show the articles as made only of leather and without additional marking accurately representing the content of the material shall be deemed a false representation within the meaning of section 43 of the Trademark Act of 1946 and section 11.13 of the Customs Regulations.

The notice, which does not affect the classification of the articles for tariff purposes, applies to entries for consumption or withdrawals from warehouse or consumption made on or after June 1, 1966.

Inquiries about this notice should be addressed to the Commercial Relations and Exports Department (United States Section), Board of Trade, 1 Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 2397).

Marking

THE UNITED STATES Bureau of Customs has decided that cast iron or malleable cast iron pliers bearing the marking 'Drop Forged' shall not be admitted to entry into the United States unless such marking is removed or obliterated under customs supervision, as such marking is considered to be a false description or representation under Section 43, Trade Mark Act of 1946.

Inquiries regarding this notice should be addressed to the Commercial Relations and Exports Department (United States Section), Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. Abbey 7877, Ext. 2397).

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Over £10,000 worth of Triumph T10 Automatic Scooters and spares are being exported to Uruguay following a visit by Montevideo businessman Mr. Jaime Augustower (right) to Birmingham. Mr. Augustower placed the order – an initial one – with BSA Motor Cycle Division. With Mr. Augustower in the photograph are Mr. Ivor Davies (centre), BSA's export market development manager, and Mr. H. V. Gray (left), assistant works manager.

The 150,000th tractor in the Ford world wide assembly operation rolled off the production line at the Basildon tractor plant recently. Tractors made at Basildon are exported throughout the world except to North America and the Common Market countries. Last year the production line illustrated above contributed £40 million to exports.

CHILE

Amendments to import list

THE FOLLOWING AMENDMENTS should be made to the Chilean List of Permitted and Prohibited Imports, notice of which was given in the Board of Trade Journal of December 25, 1964. The percentages of prior deposit and tax surcharge payable (see Column 4) are the same unless otherwise stated. If no figure is given, the percentage has yet to be fixed.

Section	Group	Item	Tax/Deposit
IX	45/53	Alter the item: "Synthetic tanning materials" to read: "Synthetic tanning materials in general" and add two new items: Chrome synthetic tanning products Technical bichromate of sodium	
XIII	75	Polyglazed cardboard boxes for packing export products, to enter the country only on temporary customs admission.	

Exchange regulations

It has been reported by Her Majesty's Embassy at Santiago that, at its Session No. 406, which took place on May 10, 1966, the Executive Committee of the Central Bank reduced from 100 days to 90 days (from the date of the bill of lading) the minimum period which must elapse before payment of imports may be made.

TRINIDAD AND TOBAGO

Aid to Pioneer Industries Ordinance, 1950

THE FOLLOWING PRODUCT has been declared a 'pioneer product' for the purpose of the Trinidad and Tobago Pioneer Industries Ordinance, 1950:

Cigarette Filter Rods.

A notice that consideration was being given to designate this product appeared in the *Board of Trade Journal* dated January 21, 1966, page 158.

Applications for pioneer status are processed by the Trinidad Industrial Development Corporation, Salvatori Building, Independence Square, Port of Spain, Trinidad (P.O. Box 949). It would be appreciated if firms writing to the Industrial Development Corporation would copy their initial correspondence to the British Trade Commissioner, P.O. Box 225, Port of Spain, Trinidad.

Inquiries about the above notice should be addressed to the Board of Trade, Commercial Relations and Exports Department, 1-19 Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 2273).

Import licensing

THE TRINIDAD AND TOBAGO Open General Licence has been further amended by the addition of the following new item to the list of goods which require specific licences:

046-01.01 Flour of wheat.

Inquiries about the above notice should be addressed to the Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, E.C.4. (Tel. City 5757, Ext. 471).

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LEBANON

Customs tariff

THE FOLLOWING amendments have been made to the Lebanese Customs Tariff:

Heading No.	Description	Basis for collection	Normal Tariff
48.01	Paper and paperboard (including cellulose wadding), machine-made, in rolls or sheets:		
	a. Ordinary wrapping paper, unglazed or glazed on one side only, other than Kraft paper .	*ad val.*	6%
	b. Kraft paper and paperboard:		
	1. Paper intended exclusively for the manufacture of bags for the packing of cement, ochre, asphalt, coal, salt, animal fertilizer and similar products (1)		Free
	2. Paper and paperboard, unglazed or glazed on one side only, of a weight not exceeding 350 grams. per square metre . . .	*ad val.*	6%
	3. Other	*ad val.*	18%

All inquiries about this notice should be addressed to Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 460/462).

REPUBLIC OF SOUTH AFRICA

Customs tariff applications

CUSTOMS TARIFF Application List No. 414, published in the Republic of South Africa *Government Gazette* of May 20, states that the Board of Trade and Industries have received applications for increase in duty on the following:

(1) Reflector lenses of artificial plastic material, provided for under tariff heading 39.07, from 20 per cent *ad valorem* to 30 per cent *ad valorem.*

(2) All injectable preparations, from 20 per cent *ad valorem* to the rates of duty indicated:
- (a) Ampoules containing from 1 to 5 c.c.: ½ c. per ampoule, or 20 per cent *ad valorem,* whichever is the higher;
- (b) ampoules containing more than 5 c.c.: 1 c. per ampoule, or 20 per cent *ad valorem,* whichever is the higher;
- (c) multi-dose containers containing up to 10 c.c.: 5 c. per vial, or 20 per cent *ad valorem,* whichever is the higher: and
- (d) multi-dose containers containing more than 10 c.c.: 10 c. per vial, or 20 per cent *ad valorem,* whichever is the higher.

Those British trade organizations thought to be interested in these applications are being informed. Any British firm affected which wishes to make representations to the South African Board of Trade and Industries and belongs to a trade organization should, therefore, first contact that body. If any firm proposes to make independent representations to the South African authorities and requires further information concerning the application, it should address inquiries to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1, quoting reference (1) CRE 1151/66, (2) CRE 1153/66.

KENYA

Customs tariff amendment

IN THE *Board of Trade Journal* of April 20 (page 974) a notice was published giving details of customs tariff changes in East Africa. At the time of preparing the notice full details of the customs amendments as they applied to Kenya were not available. We have now received the Kenya *Official Gazette* which contains a comprehensive list of the customs changes. With the exception of the following two items the changes in the tariff are in accord with the details already published in the notice referred to above.

FIRST SCHEDULE

Item No.	Article	Import Duty
24	Sugar, refined or unrefined including jaggery . . .	Per 100 lb. Sh. 20
40	Fabrics:	
	(c) Knitted, n.e.s.	Per lb. Sh. 3/30 (or 40% *ad val.* whichever is the greater)

Any inquiries relating to the above notice should be addressed to the Export Services Branch, Board of Trade, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 472).

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Index to statistics published regularly in the Board of Trade Journal

A = annually; M = monthly; Q = quarterly; 6-M = every six months.

Title	*Last published*
Balance of payments (Q)	8 April 1966
Business names registered (A)	4 Feb. 1966
Capital expenditure:	
By industry (Q)	8 April 1966
Distributive and service trades (Q)	14 Jan. 1966
Annual inquiry (A)	31 Dec. 1965
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Catering trades turnover (M)	20 May 1966
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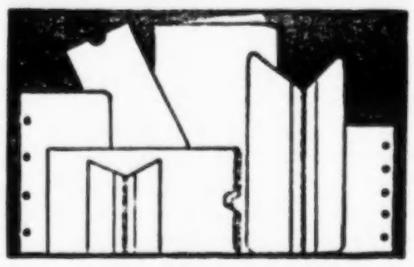

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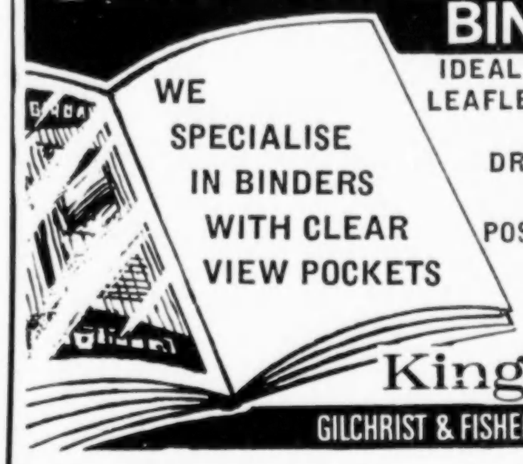

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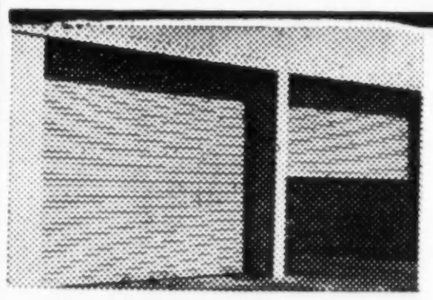

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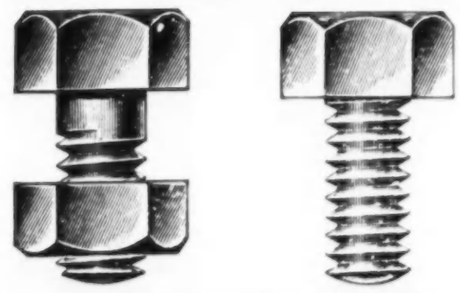

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